AMERICAN GAS ASSOCIATION

Monthly

JUNE
1955

Look to GAS for the smartest ranges – and the best cooks!

Ever notice how real gourmet cooking always calls upon a flame? It might be the bright flame of a chafing dish, the charcoal glow of a barbecue pit —or it might be the deftly controlled blue flame of your new automatic Gas range. Instantaneously, it goes from a sauce-simmer whisper to a rolling-boil high; there's no waiting around with Gas. And you can set it and forget it. The new Gas ranges are fully automatic, turn themselves on and off, cook whole meals while you're busy elsewhere. From the deftness of its baking to the flame-kissed perfection of its broiling, a new Gas range shows off your cooking skill as no other range can . . . and is far easier to keep clean. You'll find the new automatic Gas ranges cost less to buy, install and use. Isn't it high time you put one in *your* kitchen?

AMERICAN GAS ASSOCIATION

Only Gas gives such matchless performa

INP photo

Winsome Mrs. Ramona Deitemeyer, mother of five, wears crown signifying her choice as Mrs. America

---

IF you have been watching newsreels or reading newspapers, you probably know that the new Mrs. America is already working for the gas industry. An account of how she took first prize at Ellinor Village begins on page 2. . . . We hope that Mr. Toborg's ecstatic description of Los Angeles in the Fall (on page 6) will stimulate latecomers to get in their reservations for the A. G. A.-PCGA Annual Convention. But to be fair, we warn that there will be plenty of down-to-earth, valuable Association and industry work accomplished during the program now being lined up. It won't be all play and sight-seeing. . . . You can get a preview of one of the Convention attractions by turning to page 10. Public Service Electric and Gas put on a "Launderama" which features the magazine-designed New Freedom Gas Kitchens and Laundries that will be on display at Los Angeles. . . . The Coleman Company put its new gas motored air conditioning unit on display at Southern Gas Association last month. The new model will be field tested this summer and, if all goes well, in production by next year. For details, and news of other methods under research by Coleman, turn to page 16.

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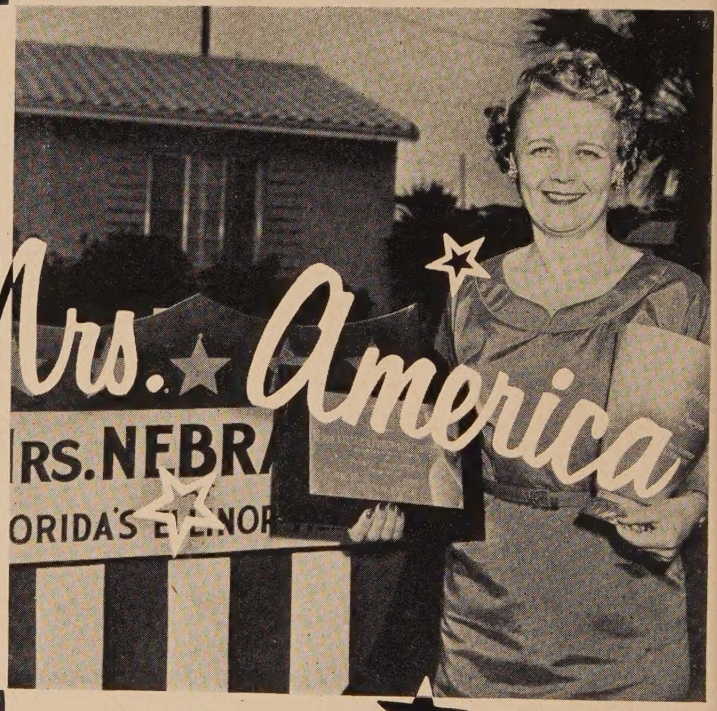
Mrs. America 1956, Mrs. Ramona Deitemeyer, with Herb Nelson of Nebraska's Blue Flame Gas Association, sponsor of her entry

Presenting Mrs. America



Mrs. Deitemeyer (left) receives from Wanda Jennings, retiring 1955 titleholder, the key to the Mrs. America villa in Florida

p of contestants wave as they leave a Constellation that made a special stop Daytona airport to bring them down to the Mrs. America homemaking finals

The 49 Mrs. America finalists—one from each state and the District of Columbia—pose in the Florida sun before starting on homemaking assignments in their villas

Cameras roll, news wires crackle as mother of five is chosen "Mrs. America, 1956" in second annual event sponsored by gas industry

The Gas Industry's new "Mrs. America 1956"—Mrs. Ramona Deitemeyer of Lincoln, Nebraska—was named to her title on May 14 and went right to work the next day promoting gas and gas appliances.

Less than 24 hours after her selection on the ocean stage at Ellinor Village, Fla., Mrs. Deitemeyer was posing for publicity and advertising pictures in a gas kitchen and laundry set-up at the Village. Two days later she left for New Orleans for an appearance at the Southern Gas Association convention as the gas industry's model homemaker.

During the coming year, she will be an ambassadress of good will for the gas industry. Her photograph and endorsement will be used in gas advertising. Gas companies and appliance manufacturers are already sending in requests for her to appear at their meetings, home shows, etc. Among the appearances already definitely scheduled for the new Mrs. America is a visit to the A. G. A. Convention in Los Angeles in October.

Mother of five children, blonde 35-year-old Mrs. Deitemeyer was the entrant of Nebraska's Blue Flame Gas Association, composed of all the gas companies in the state. The association conducted a model state contest, dividing up the entire state into areas, each under a chairman. Contestants proceeded from local eliminations to the state finals in an extremely thorough contest which paid off in the selection of Mrs. Deitemeyer.

The new Mrs. America fits perfectly into the role of a model homemaker. During the five-day national finals, she won two of the eight trophies awarded for individual homemaking skills—those for "best dinner menu" and "best housekeeper." She is active in church, community, and Girl Scout work, but "the children come first."

Her husband, Carl, is the managing editor of *The Nebraska Farmer*. The Deitemeyers have been married 14 years. Their children are Diann, 13; Steven, 12; Kaye, 10; Cheryl, 8; and Kent, 6.

Mrs. Deitemeyer was crowned Mrs. America 1956 on a stage overlooking the beach at Ellinor Village with a row of waving palm trees as background, as newsreel cameras ground, news photographers shot pictures, and reporters rushed for telephones.

Her selection over the 48 other contestants (one from each state and the District of Columbia) came after the seven judges had narrowed the field first to 19 and then to six

A turkey roasted in a new gas range at Ellinor Village is tested for doneness by Mrs. New York State—Mrs. Norma Powers of Rochester, N. Y.

Hansell Hillyer, chairman, A. G. A.'s Mrs. America committee, receives a kiss from retiring Mrs. America as thanks for A. G. A. gift of tray

finalists—Mrs. California, Mrs. Kansas, Mrs. Minnesota, Mrs. North Carolina, Mrs. Tennessee, and Mrs. Deitemeyer as Mrs. Nebraska.

Then as the six finalists stood in a line on the stage, the judges' voting cards were gathered for the last time and the final announcements were made. Second place went to Mrs. Tennessee, Mrs. Russell Dorris of Nashville, sponsored by the Nashville Gas Company. Mrs. California—Mrs. Kathleen Girvan of Chino, mother of four children and the entrant of the Southern Counties Gas Co.—was named third place winner.

Then, in the gathering tension, Mrs. Nebraska was announced as the new Mrs. America. Her hands flew up in surprise and the other finalists reached out to congratulate her. Quickly she was led to the large throne at the back of the stage. Mrs. America's crown was placed on her blonde hair, the robe draped over her shoulders, and the scepter placed in her right hand as news photographers crowded around to take her picture.

Press coverage of the contest was excellent during the homemaking trials and at the time of the staging. All the national wire services—Associated Press, United Press, and International News Service—had both reporters and photographers there. All the theater and television newsreels—Fox Movietone, News of the Day, Universal, Warner Brothers Pathe, Paramount, CBS, and NBC—were taking hundreds of feet of film that were shown over television and in movie theaters all over the country.

The seven judges—three home economists, two artists, and a husband-wife radio team—had inspected the contestants' homemaking for four days before taking a last look at them on stage on Saturday and judging their poise and appearance as master of ceremonies Bill Berns of NBC interviewed each finalist briefly before the crowd.

From Wednesday through Friday the contestants had kept house in their individual gas-equipped homes at Ellinor Village—cooking, cleaning, baking, sewing, and washing and ironing clothes. During these days the judges walked along "Mrs. America Drive" in groups, pads and pencils in hand, visiting first one home and then another and scoring the contestants on the condition of their homes.

The contestants prepared daily menus for the three meals they would prepare. The menus were collected and submitted to the judges for consideration on the basis of nutrition, economy, and suitability to the typical American family.

Besides their regular household chores and menu planning, the contestants had special assignments to have prepared at a certain time for judging. By Thursday morning they had to submit an apron which they had sewn and decorated on the sewing machine in their villa. By Thursday afternoon they had to have ironed for an ironing competition a housedress and a man's shirt, and they had to prepare a refrigerated dish

• Watching the new Mrs. America being crowned was a committee of observers from the A. G. A. General Promotional Planning Committee, sent down from the group's Savannah meeting to observe the homemaking finals. The committee now is making plans for future A. G. A. sponsorship of the contest.

Admiring a succulent-looking ham during the homemaking finals are (l. to r.): Mrs. Florida, Mrs. Wyoming, Mrs. Louisiana, Mrs. Delaware

g the skill in food prep- that won her Servel's for the best refriger- ish, Mrs. Connecticut decorative salads

Second-place winner Mrs. Tennessee (Mrs. Russell Dorris of Nashville) receives the John Wood "runner-up" trophy from company's Jack Wood

in their Servel refrigerator and submit the menu to the judges to be considered on the basis of economy and nutrition. Friday morning they had to have ready a cake or pie for the baking competition.

There was no work schedule laid out for the contestants. If a woman wanted to get her apron sewn, her shirt and housedress ironed, her refrigerated dish and her cake or pie made all in one day and then go to the beach, she was free to handle her assignments this way. Or if she wanted to work until the last minute putting the finishing touches on her assignments, the choice was up to her.

Trophies for these individual competitions were awarded all during the three-day homemaking period. First to be announced on Wednesday afternoon was the Proctor trophy for the best breakfast menu, which went to Mrs. Texas: Mrs. Patty Gunn of El Paso, an entrant of the Southern Union Gas Company.

The next morning Mrs. Deitemeyer, who would soon be named Mrs. America, took the Wearever trophy for the best dinner menu submitted. Mrs. Oregon was named the best seamstress, and won the Necchi-Elna trophy for the apron she had made and decorated. She is Mrs. Doris McKean of Portland, sent to the finals by the Portland Gas & Coke Company.

The Servel trophy for the best refrigerated dish was awarded the next morning to Mrs. Connecticut, Mrs. Eleanor Walsh of Hartford, sponsored by the Hartford Gas Co., for whom Mrs. Walsh had won out over contestants backed by three other gas companies in the state. Immediately after this award Mrs. California—Kay Girvan, later third-place winner in the whole contest—won the ironing trophy for her handling of the housedress and man's shirt she starched and ironed.

At noon on Friday the contestants carried their pies and cakes up to the Ellinor Village Country Club and placed them on a long table for judging in the baked goods competition. The judges went back and forth along the table, tasting, examining, and reading the recipes submitted with the finished product, and finally awarded the Robertshaw-Fulton trophy for the best baker to Mrs. Wilma Boyd of Pittsburgh—Mrs. Pennsylvania—for her Yellow Daffodil Chiffon Cake with a seven-minute frosting sprinkled with coconut.

That afternoon Mrs. Nebraska and Mrs. Connecticut each took her second trophy, Mrs. Deitemeyer carrying off the "best housekeeper" award and Mrs. Walsh winning the American Kitchens trophy for "best meal planner."

An extra trophy, for "Mrs. Congeniality," was donated by A. G. A. It was presented on the stage on Saturday by Hansell Hillyer, chairman of the Mrs. America Committee of the General Promotional Planning Committee, to Mrs. Delaware—Mrs. Gloria Vassallo of Wilmington—whom the other finalists had voted "the girl they would most like to have as a next-door neighbor."

The contest was not all work for the 49 finalists. They arrived with their husbands at Ellinor Village on Monday, some couples singly and others in large groups. One planeload came in from Chicago on a special flag-stopped Eastern Air Lines Constellation.

The contestants were met by hostesses and driven to the Village. Thirteen couples gathered in Savannah, were enter-

(Continued on page 39)

Convention - California Bound

By T. C. TOBORG

Southern California Gas Company
Los Angeles, California

A prospective conventioneer just asked: What attractions does Los Angeles offer in the fall, say about the time of the American Gas Association-Pacific Coast Gas Association Convention—October 17-19?

To answer that man: There's never a better time to see the city and the world famous garden of Southern California that surrounds it.

Los Angeles is many things to many people.

By day, it's a hustling giant whose phenomenal industrial and population growth in recent years has pushed it right to the top among the great metropolitan centers of the nation and the world. (Almost 900,000 people now call Los Angeles County home that weren't here in 1950.)

By night, it's a magic land glittering under a panoply of neon that stretches 25 miles from the mountains to the Pacific and, in another direction, 50 more miles from Malibu to Newport Beach.

It's the film capital of the world, as well as a leading aircraft and light industrial hub. It's one of the richest breadbaskets on earth—a Horn of Plenty from which flows an endless stream of fruit, fish, vegetables, milk and meat products to feed the state and nation.

It's a year-round sportsmen's and athletes' paradise. Residents and visitors alike use the parks, beaches, mountains,

Downtown Los Angeles' Biltmore Hotel, overlooking Pershing Square, is one of three hotels scheduled for the A. G. A.-PCGA Convention, October 17-19. The Operating Section will convene here

The Ambassador Hotel, which houses the world-famous Cocoanut Grove, will be the convention meeting-place of the Residential Gas Section, and the Industrial and Commercial Gas Section

The Statler, General Management and Accounting Section headquarters, will display kitchens illustrated in past issues of home magazines, with cooperation of cabinet, appliance manufacturers

lakes and streams as their outdoor living room for a day, week or month—whatever their schedule allows.

And what is Southern California to the visitors who time their vacation around the upcoming gas industry convention?

Pull up a chair, mister. Let us tell you some of the things the City of Angels offers for entertainment and why your visit will be a memorable experience.

Focal points for all convention activities are the three headquarters hotels —the Statler, Ambassador and Biltmore —each a world famous hostelry and a self-contained city of shops, stores, and other facilities for the visitor's every comfort and entertainment requirement.

Convenient bus schedules have been set up to transport delegates to the various sessions at these hotels.

Sightseeing trips to Disneyland, Hollywood motion picture, radio and television studios, and other points of interest have been made a part of the convention agenda.

There also will be special trips and building tours of gas company facilities of interest to visiting delegates.

The historical landmarks of the downtown area are grouped around The Plaza, site of the old Spanish pueblo which is the nucleus of the modern city.

Nearby Olvera Street is filled with the curio shop and cafe atmosphere of Old Mexico, all dominated by Old Mission Church which keeps the past alive in the center of this bustling metropolis.

For those who wish to travel further afield, daily trips by steamer and plane are scheduled to Santa Catalina Island, 26 miles offshore.

The steamer leaves at 10 a.m. daily from Wilmington Terminal with bus and train connections to downtown Los Angeles, Long Beach and Santa Monica, or a short plane hop spreads the whole area in panorama.

At or near the harbor are the Cabrillo Beach Marine Museum, the Hermosa Beach Aquarium and the new Marineland of the Pacific, the world's largest oceanarium.

Moving toward downtown Los Angeles the visitor passes through a huge industrial complex of oil refineries, steel mills and similar plants.

At the outskirts of the downtown perimeter lies Exposition Park, home of the Los Angeles County Museum of History, Science and Art and the equally noted Museum of Science and Industry of California. The County museum runs more to the historical while the State exhibit stresses California's scenic, industrial, agricultural and recreational facilities.

Also in this 114-acre park are the Los Angeles Memorial Coliseum, swimming stadium and state armory surrounded by extensive picnicking and recreational facilities.

Minutes northwest of Los Angeles via eight-lane freeway lies Hollywood which, strangely enough, today is the home of but two major studios. The rest are scattered between Culver City and Burbank.

Nevertheless, Hollywood is a "must" for any visitor. The glamor that emanates from movie making has spread to radio and television studios and some of the world's most beautiful architecture lies within minutes of famous "Hollywood and Vine". (Other types of pulchritude are in evidence, too.)

You'll also enjoy a trip out Sunset Boulevard to Santa Monica and the Pacific Palisades, passing through some of the city's most beautiful residential districts.

Southeast to Los Angeles are two major attractions. Special arrangements are being made for convention delegates to visit the fabulous new "Disneyland" at Anaheim. Although this won't be open until mid-summer, the early announcements of this new concept of family entertainment indicate it will soon be one of the top recreation centers on the Coast.

Knott's Berry Farm and Ghost Town is likewise a not unusual California story that began in 1920 when Walter and Cordelia Knott started selling berries in a tiny shed on a rented farm. Today 1,750 people can sit down to chicken dinner at one time, and Ghost Town with its own post office has received national recognition.

North of the city is Griffith Park (4,253 acres and largest of its type in the world). Its Greek theater, observatory and planetarium have played major roles in the cultural and scientific activities of this area. Many recreational facilities are also available.

For the sports minded, Los Angeles can offer a most varied fare covering every known type of spectator and participant recreation. Several of the top local golf clubs will be open.

Numerous tennis courts are available; so are miles of excellent beaches. Sport fishing boats go out daily from Redondo Beach, Wilmington, San Pedro, Long Beach and other ports to the south.

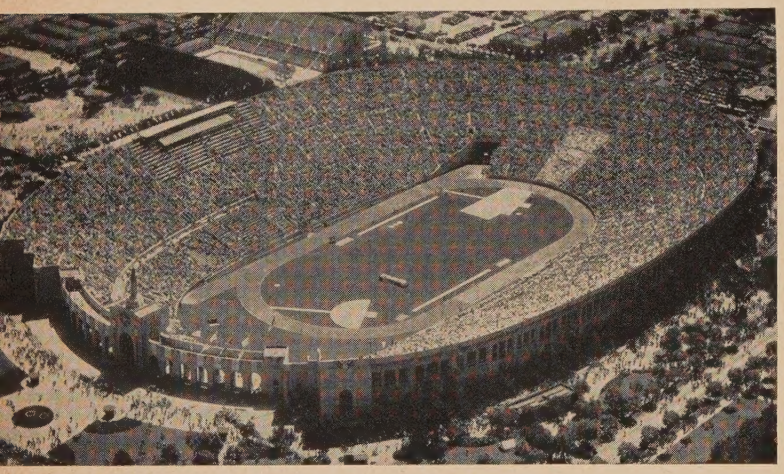
Top flight harness racing opens October 11 at nearby Hollywood Park, consistently drawing some of the best of the nation's trotters and pacers.

At convention time, four major intersectional foes renew their football rivalry in the Coliseum. Southern California's Trojans meet Wisconsin the night of October 14 and UCLA's Bruins entertain Iowa on October 21. The Detroit Lions are in town October 23 for a NFL tussle with the Rams.

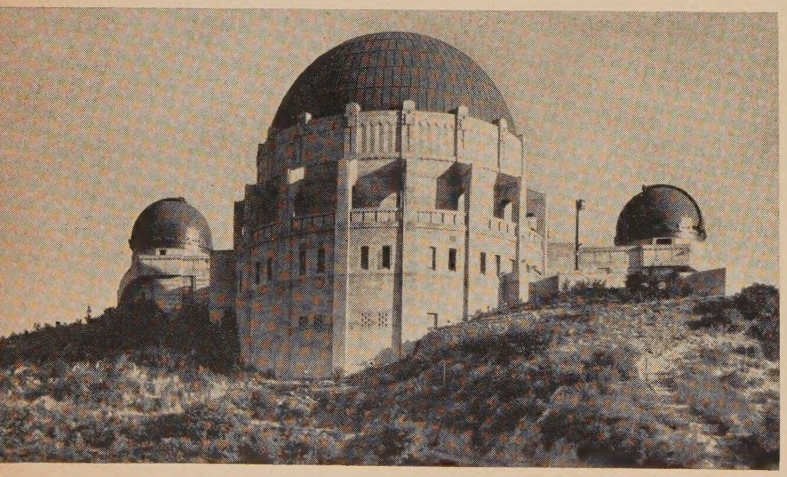
There will be sightseeing trips for the ladies, as well as a luncheon, style show and card party October 18 at the Moulin Rouge. The ladies also will be interested in the Parade of Kitchens and Laundries, under the joint sponsorship of the host company Southern California Gas Company and A. G. A.

There's much more to be told, but this summary of the present plans gives some indication why more than 1,700 delegates already have registered.

Again the A. G. A. Housing Committee urges you to send your hotel reservation application to Convention Bureau, L. A. Chamber of Commerce, Los Angeles 15, as soon as possible. Los Angeles is waiting to welcome you.



Los Angeles' Memorial Coliseum, site of major sporting events, will attract thousands of football fans in October



High in the Hollywood hills, overlooking the park grounds, stands Griffith Park Planetarium and observatory

A.G.A. names Stackpole managing director

Chester S. Stackpole, general sales manager, heating and cooling division, Union Asbestos & Rubber Co., Chicago, has been appointed managing director of the American Gas Association, it was announced last month by F. M. Banks, president of A. G. A., and president, Southern California Gas Company. He joined the Association June 1, 1955, and succeeds H. Carl Wolf, who resigned earlier this year because of illness.

Before becoming associated with Union Asbestos & Rubber Co., where he helped in establishing a new division, Mr. Stackpole served as vice-president in charge of domestic sales, advertising, sales promotional and service activities of the Williams division of the Eureka Williams Corp., Bloomington, Ill.

For three years previous to joining Eureka Williams in November, 1951, he served as vice-president and general sales manager, Airtemp division, Chrysler Corp., Dayton, Ohio, and also as vice-president, Airtemp Construction Corporation.

The Executive Committee, which selected Mr. Stackpole to head the administration of A. G. A.'s nationwide program, is well acquainted with the new managing director's especial qualities and ability, Mr. Banks declared.

For more than 20 years Mr. Stackpole served as assistant manager, and then manager of merchandising, sales promotion, and domestic gas and electricity sales of Consolidated Gas Electric Light and Power Company of Baltimore, now the Baltimore Gas and Electric Company.

Upon joining the Baltimore utility in 1928, Mr. Stackpole became associated with a company with an aggressive direct merchandising policy for all types of appliances. He directed a large force of sales and service people and gained an intimate knowledge of utility functions in this and related fields.

Since 1948, the positions Mr. Stackpole has filled have been concerned largely with distribution on a national scale. He has been responsible for building and maintaining large organizations of dealers and distributors.

Mr. Stackpole was born in Lynn, Mass., and was graduated from Brown University in 1922 with a Ph.B. degree, after majoring in business management and economics. He joined Stone and Webster, Inc., and from 1922 to 1928 was engaged in sales, sales management and promotion activities in companies owned or managed by that holding company in New England and Virginia.

During his 26 years of service in the utility industry, he has been very active in A. G. A. affairs. He has served on and headed many Association committees, including chairmanship of the A. G. A. House Heating Committee, and as vice-president of A. G. A. while serving as chairman of the A. G. A. Residential Gas Section.

During his six and one half years of service with manufacturing companies, Mr. Stackpole combined his broad experience in gas appliance merchandising with new responsibilities for management and budget direction. Mr. Stackpole foresees greatly increased selling activities throughout the gas industry, both as to appliance and gas sales, and especially in new markets such as the Pacific Northwest.

Gas laundries on parade

Public Service of New

displays which will app

of latest equipment in

Home laundry modernization was the theme of a week-long "Launderama" which drew more than 18,000 viewers to the Newark, N. J. auditorium of Public Service Electric and Gas Company.

The successful showing of the latest in laundry equipment and home laundry design was the first in a series of similar events scheduled around the country this summer and to culminate in a show at the A. G. A.-PCGA annual convention in Los Angeles next fall.

Cooperating with the New Jersey utility were eight national magazines, laundry equipment manufacturers and cabinet manufacturers. The tie-in, both in Newark and for shows to follow, was arranged through A. G. A. New Freedom Gas Kitchen and Laundry Bureau.

The main feature at the Launderama was a display of eight modern home laundries designed and sponsored by *American Home, Better Living, Family Circle, Household, Parents'* and *Woman's Home Companion* magazines.

A "before and after" laundry display was installed on the stage to show the public how present space can be used for a modern laundry. The old laundry was equipped with an old washer, tubs, clothes line and an antiquated side-arm water heater. The new laundry included modern cabinets, the latest automatic washer and gas dryer, an automatic gas water heater and a modern sink. The equipment was in constant operation.

ff first of a series of home laundry

cities. Successful event in Newark draws 18,000 viewers for demonstrations

featured in pages af national magazines

Delving even farther back into the past, exhibits from Rushford Collections, Salem, Mass., showed models of home laundry equipment dating from 1850. An Easy washer owned by the Calvin Coolidge family and a 1907 Maytag wooden-tub washer were part of the historical display.

Fashion shows—four daily—were held in Public Service's home economics kitchen to demonstrate how new synthetics can be washed and dried in modern equipment. Bendix Home Appliances provided the clothes and equipment, with both company home economists and professional models displaying the garments. The shows drew a total attendance of 1,600 persons.

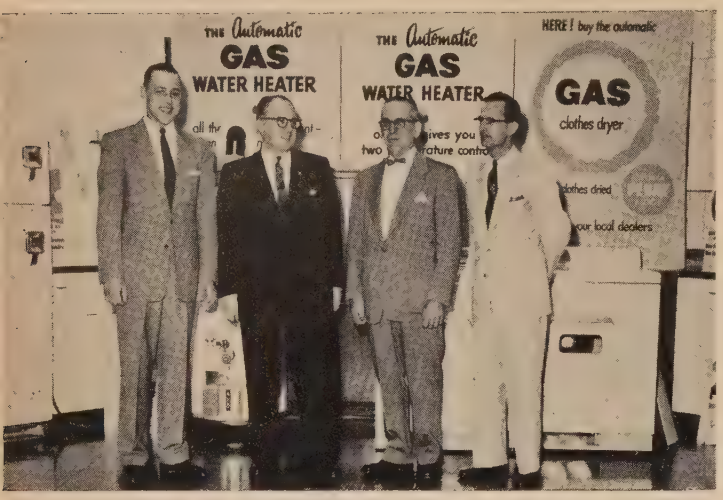
To help swell the crowds, ten prizes were given daily. Grand prizes were major appliances, whose cost was shared by Public Service and the manufacturer or distributor.

Other events to keep interest aroused included a puppet show for the small fry, a television camera and receiver which permitted people to see themselves on TV, and giveaways of a new detergent and packages of flower seeds.

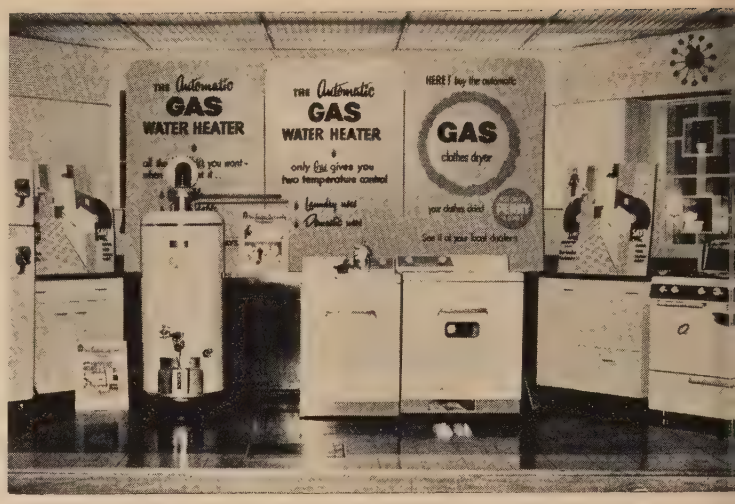
Literature passed out to visitors included copies of the A. G. A. booklet, "Ten Pointers on Modern Laundry Planning," reprints of an article on home laundries in the March issue of *Woman's Home Companion,* and copies of the

(Continued on page 39)

Stage successful laundry promotion in Pittsburgh



Christy Payne, Jr., and Charles L. Yost (2nd and 3rd from left), Peoples Gas executives, attend one of home laundry demonstrations



View of typical demonstration stage puts gas water heater up front with gas dryer, washer. Need for ample, constant hot water stressed

The second New Freedom Gas Laundry campaign sponsored by The Peoples Natural Gas Co., Pittsburgh, was termed a complete success by Charles L. Yost, general sales manager, and Roman F. Pijanowski, sales promotion manager.

The Peoples Natural Gas campaign was integrated with similar campaigns held throughout the Greater Pittsburgh area by the other two gas companies serving the areas—Equitable Gas Company and Manufacturers Light and Heat Co., a member of Columbia Gas System's Pittsburgh Group.

The campaign featured laundry-rated automatic gas water heaters, a decision prompted by the recommendation of the Action Program for Gas Industry Development that all gas appliances be upgraded. The minimum standard was set at a 30-gallon storage rating and a 30-gallon an hour (100-degree rise) recovery or laundry rating.

Also featured was the recommended in-the-washer temperature of 150-160 degrees for maximum soil removal, whiteness retention and bacteria destruction, which these gas water heaters can deliver continuously for any number of consecutive automatic washer loads.

Advertising appeared regularly in the Pittsburgh and district newspapers and was supplemented by 24-sheet posters, radio, and television ads, and special displays on the floor and in the windows of the company's modern headquarters in Pittsburgh's new Gateway Building.

Since Peoples Natural Gas does not sell appliances, special attention was given by division supervisors and dealer representatives to automatic washer, gas dryer and gas water heater dealers. Special charts listing all makes of automatic washers and their hot water requirements in terms of laundry ratings were posted on dealer walls and windows.

Each dealer was given a list of all laundry-rated gas water heaters sold in the area together with their individual laundry ratings to make it easy to match washer and water heater ratings, and so recommend and sell the correct water heater for the customer's specific washer. Laundry rating stickers were placed on washers and water heaters. Special consumer literature was provided.

A special campaign highlight was the employment of the "No Soap Opera", an entertaining sales vehicle supplied by the makers of "all", a special detergent developed for use in automatic washers. The script was revised to emphasize the sales points of automatic gas dryers and water heaters, and was most effective.

Fourteen one-hour shows were presented in seven cities during the campaign. In each an afternoon show was given for the gas appliance prospects invited by dealers and newspaper advertising. At each public showing of "No Soap Opera", an automatic gas water heater was given away.

A final presentation of "No Soap Opera" was given for utility executives and employees at the company's New Flameway Hall.

The Pittsburgh Group also employed the services of the "No Soap Opera" professional acting team in 19 cities in Pennsylvania, Maryland and New York.

Super service

● A novel system of handling service inquiries eliminates at least 50 incoming calls for service, and therefore 50 follow-up notices, at Australian Gas Light Co., Haymarket, Sydney.

The firm divides service calls into three categories: emergency, urgent, and normal. Work schedules are then arranged so that contact clerks can inform customers when the service man will call. Time saved from handling second phone calls allows the telephonist contact clerks more time with which to attend to original calls.

The slight additional cost incurred is well worth the improvement in customer relations, and is often offset by a reduction in the number of times the service man must make a second call because the customer was not at home.

An analysis of when a first line supervisor should hew to rules or use his own discretion

Rule follower or man of judgment?

By GEORGE P. MASSENGALE

Union Electric Company of Missouri
St. Louis, Missouri

Let's consider the case of John Doe, supervisor of the payroll section of the XYZ Company. He was approached one day by Rosy Glow, payroll clerk, and one of John's best workers. Her widowed mother, with whom she lives, had recently been ill. What frightened Rosy was that she had phoned home three times since noon but no one answered, and her mother was too sick to leave the house.

John was sympathetic. He let Rosy off at three o'clock. To her great relief she found her mother, feeling much better, had gone to visit a neighbor and had not been at home when the phone rang. So Rosy returned to work next day in a far better state of mind and worked steadily until she had made up her schedule. The incident was considered closed.

Not so by one of Rosy's co-workers. Betty Bow was not sure but that Rosy had pulled a fast one; and anyhow if Rosy could have a couple of hours off, why couldn't she? So the following week she approached John and said that she would like to take off at three o'clock. John refused and found himself with a grievance on his hands.

(It is incidental that the XYZ Company is unionized. The trouble could occur without a union. In fact the grievance procedure tends to "clear the air" and the problem might actually be more acute, though perhaps less obvious if there were no union. It is possible too, that in cases such as this a union will be of real help to the supervisor in his efforts to reach a fair solution).

Well, the grievance was duly processed and duly resolved. How it was resolved is not a part of our story. Our story is concerned with the case of John Doe, supervisor, as tried by a panel of his peers, the other supervisors in the accounting department of the XYZ Company. His case became the center of attention at the next monthly supervisors meeting.

The author as personnel assistant to his company's controller supervises employee selection, training, evaluation and other labor relations

At this meeting, discussion as to what John should have done or should not have done waxed long and loud, and the meeting ended without agreement. One supervisor felt that John was obviously playing favorites. Another was concerned about the reaction in his own group. "If John is going to let his people off every time they complain, then I'll have to let mine off too."

A third supervisor opposed this position. "Each man has to run his own group. What John does is his problem, not mine." A fourth blamed the department head. "Why doesn't he tell us what he wants in cases like this? There ought to be a rule." Another chimed in. "Well, what difference does it make anyhow? John will be reversed before the thing is settled."

No two opinions were alike, but out of the discussion there gradually shaped up two opposing schools of thought, and the supervisors generally aligned themselves with one side or the other. The first may be called "The Necessity for Uniform Action"; the other we will name "The Necessity for Independent Judgment."

To the first group it is obvious that the administration of employee discipline breaks down unless management presents a united front. Therefore, they say, there must be rules and these rules must be specific. Furthermore, if supervisors discriminate between employees, the employees will accuse the supervisor of favoritism.

Also, the employees can and will play one supervisor off against another; and the lax discipline of one man will be used as a club against the others. The end result to the lack of uniformity is simply confusion with low standards of discipline and complete loss of supervisory control.

The other school of thought takes issue with this position. They say that

the very essence of the supervisor's job is responsibly to direct his employees. The supervisor must control his own disciplinary cases and each case must be decided on its own merits. Certainly the supervisor must be guided by broad policy; but when he is compelled to follow narrowly prescribed rules he ceases to function as a supervisor.

Furthermore, he can run an efficient work group only if he earns the respect and loyalty of his employees; and he will never gain this respect and loyalty by reading from a rule book. The end result to uniform application of prescribed rules is complete abdication of supervisory responsibility, and inefficient operation of the work group.

Here let us leave our supervisors to their problem. They are struggling to find a simple answer to a complex question—an answer that will fit all cases. We may suspect they will not find it. But of greater importance to us than the case of John Doe is their concern with the larger problem—the problem of the status and function of today's supervisor. Must he be merely a rule follower or is there a genuine opportunity for him to be a man of judgment?

In our search for an answer, let us start with the definition of supervisor found in Section 2, Paragraph 11 of the Labor Management Relations Act, 1947:

"The term 'supervisor' means any individual having authority, in the interest of the employer, to hire, transfer, suspend, lay off, recall, promote, discharge, assign, reward, or discipline other employees, or responsibly to direct them, or to adjust their grievances, or effectively to recommend such action, if in connection with the foregoing the exercise of such authority is not of a merely routine or clerical nature, but requires the use of independent judgment."

By law, then, the use of independent judgment is a distinguishing characteristic of the supervisor's job. A supervisor is a man who is permitted and required to use his judgment in the direction of his employees. He is responsible for their production, for the quality of their work and therefore for their work attitudes and for their morale.

The essential point is: What are the actual opportunities for the supervisor to exercise judgment, and what is management doing to insure that he can in fact function as the law says he should function?

There have been powerful forces at work tending to limit the supervisor's area of authority. Strong centralized direction of labor matters was made necessary by the growth of unions. Companies with or without unions found it necessary to formulate uniform personnel policies. Top management discovered the need to communicate directly with employees—thereby by-passing the supervisor. Staff specialists arose to take over parts of his job.

In one field after another the supervisor found his authority sharply curtailed or even eliminated. What then remains to him today in the way of authority and responsibility, or in opportunity to use his judgment in the conduct of his job?

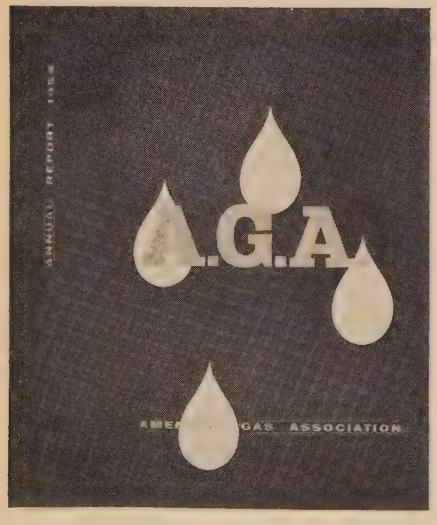
Well, a great deal remains. How well it is realized depends to a great extent upon the supervisor himself and upon the supervisor's boss. There is a lesson for each of them in the definition quoted herein, of which two phrases are especially significant:

1. "The use of independent judgment." The supervisor himself must understand and accept his role as group leader. In addition to the technical and work assignment aspects of his job, he has the responsibility of maintaining an effective working force. To do this he must command the respect and loyalty of his group. Within broad limits prescribed by company policy he must settle these cases with regard to the circumstances of each case. He must indeed be a man of judgment.

2. "Authority . . . effectively to recommend." But the supervisor's responsibility does not end with internal administration of his group. It is his job also

(Continued on page 54)

Progress depicted in A.G.A., PAR annual reports



THE GROWTH and progress of the gas industry is graphically depicted in the American Gas Association's 1954 annual report and the PAR Plan's 10th anniversary report which have been sent to member companies and individual members.

The 24-page A. G. A. report outlines the achievements of the Association's wide-spread program designed to assist members of the organization. The year's activities helped to bind together the nation's utilities in a concerted effort to improve themselves and their operations.

Under the leadership of Earl H. Eacker, president of The Boston Consolidated Gas Co., the 1954 president of A. G. A., the Association's work was highlighted by the unification and willingness of members to work together for the advancement of the gas industry.

The PAR Plan report colorfully presents the story of promotion, advertising and research activities during 1954 and in the ten years of PAR history.

Led during the year by Chairman James F. Oates, Jr., who also is chairman of The Peoples Gas Light and Coke Co., of Chicago, the PAR program concluded a successful tenth year of activities. The 24 page PAR report describes the far-reaching scope of activities which have helped to "get the gas story across" to the nation.

At the same time, PAR Research accounted for more advancement in natural gas production, transmission, underground storage and utilization.

Both publications give members a full account of Association actions, achievements and goals for the future.

Facts and Figures

Prepared by A. G. A. Bureau of Statistics

Shipments of 259,600 automatic gas water heaters during March virtually matched the all-time high established during August, 1950. The shipments in March were a resounding 38.2 percent greater than March of last year and 19.6 percent higher than in the previous month. For the first three months of this year shipments of automatic gas water heaters aggregated 674,300 units, up 27.9 percent over 1954. If the present rate continues to hold, shipments for the year will top 1950 when 2,363,000 units were shipped.

Gas range shipments were the highest in almost two years, reaching 217,000 units, up 15.3 percent over the 188,200 units shipped during March, 1954. Shipments of 58,200 gas-fired furnaces were 45.9 percent greater than shipments made in the same month a year ago and 26.2 percent over the preceding month. The continued gains in the sales of gas-fired heating equipment attest to the desirability of this clean and efficient fuel for the home. New housing starts during March continue their rise unabated, reaching 117,000 units, up 22.9 percent over March, 1954 starts.

Shipments of 32,100 automatic gas dryers and 81,400 electric dryers during March were 110 and 108 percent higher, respectively, than shipments in March, 1954. During the first quarter of this year, automatic gas dryer shipments aggregated 83,500 units, up 59.1 percent while electric dryer shipments in this same period totaled 254,600 units, up 73.2 percent over the first quarter of 1954.

Gas appliance data relate to manufacturers' shipments by the entire industry compiled by the Gas Appliance Manufacturers Association. Industry-wide electric appliance statistics are based on data compiled by the National Electric Manufacturers' Association and are reprinted by GAMA in its releases. Data on both gas and electric dryer shipments are released regularly by the American Home Laundry Manufacturers Association.

Gas utility and pipeline sales of gas to ultimate consumers during March aggregated 7,033.2 million therms, up 14.4 percent over March of last year.

The increase in sales was attributable in part to the greater number of gas customers being served currently as compared to a year ago. Sales of gas to industrial users were up approximately 15.3 percent. This is in keeping with the general industrial recovery experienced throughout the nation.

Industrial production as measured by

(Continued on page 53)

SALES OF GAS AND ELECTRIC RESIDENTIAL APPLIANCES DURING MARCH

(WITH PERCENT CHANGES FROM THE CORRESPONDING PERIOD OF THE PRIOR YEAR.)

	MARCH		FEBRUARY	
	Units	Percent Changes	Units	Percent Changes
RANGES				
Gas	217,000	+ 15.3	193,900	+26.8
Electric	n.a.	n.a.	145,400	+16.0
WATER HEATERS				
Gas	259,600	+ 38.2	214,700	+22.7
Electric	n.a.	n.a.	75,400	+23.8
GAS HEATING				
Furnaces	58,200	+ 45.9	46,100	+45.9
Boilers	5,200	n.a.	3,700	n.a.
Conversion Burners	7,700	+ 4.1	6,400	—26.4
DRYERS				
Gas	32,100	+110.0	28,500	+83.7
Electric	81,400	+106.0	80,700	+71.8

PERTINENT BUSINESS INDICATORS, MARCH

(WITH PERCENT CHANGES FROM CORRESPONDING PERIOD OF THE PRIOR YEAR.)

	March		Percent	February		Percent
	1955	1954	Change	1955	1954	Change
Industrial activity (1947-1949 = 100)	135	123	+ 9.8	133	125	+ 6.4
Consumer prices (1947-1949 = 100)	114.3	114.8	— 0.4	114.3	115.0	— 0.6
Housing starts, Non-farm (thousands)	117.0	95.2	+22.9	90.0	75.2	+19.7
New private construction expenditures ($ million)	2151	1779	+20.9	1986	1637	+21.3
Construction costs (1947-1949 = 100)	142.9	135.8	+ 5.2	142.5	135.5	+ 5.2

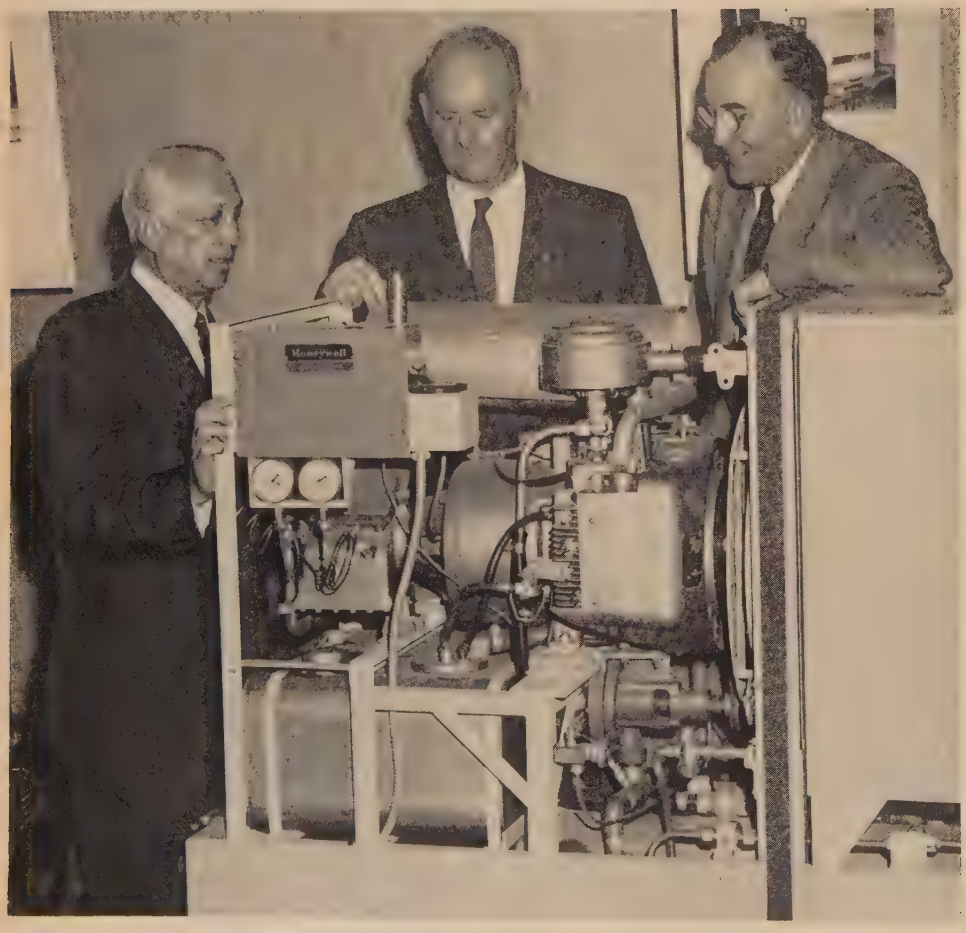
GAS SALES TO ULTIMATE CONSUMERS BY UTILITIES AND PIPELINES

(MILLIONS OF THERMS)

	1955	1954	Percent Change
March			
All types of gas	7,033.2	6,148.5	+14.4
Natural Gas	6,647.8	5,778.3	+15.0
Other Gases	385.4	370.2	+ 4.1
Twelve Months Ending March 31, 1955			
All types of gas	63,697.6	58,737.5	+ 8.4
Natural Gas	60,319.9	55,481.3	+ 8.7
Other Gases	3,377.7	3,256.2	+ 3.7

March Total Gas Sales Index (1947-1949 = 100) is 212.5

Unveil new gas motored air conditioning unit



Sheldon Coleman (right) beams as Frank Smith (left), president, Houston Natural Gas, and F. M. Banks, A. G. A. president, view test model of new gas air conditioning equipment

If this summer's program of field testing goes as well as expected, The Coleman Company, Inc., Wichita, Kan., expects next year to market limited production of a practical, economical gas summer air conditioner for homes. This model would be driven by a gas motor.

The company also expects that another—and totally different—system of residential gas air conditioning will be in the field test stage next year. This might be binary-type refrigerant jet, adsorption, or open absorption—the three other gas cooling cycles on which Coleman is doing intensive research work.

Announcement of the company's research project was made by Sheldon Coleman, president and general manager, at a convention of the Southern Gas Association in New Orleans. Mr. Coleman said, "I sincerely believe the gas industry has a chance of getting a substantial share of the air conditioning market, with at least a possibility of dominating it."

He said the Coleman Company's research program has been an intensive one for the last three years and that considerable preliminary work was done before that. Referring to the painstaking care used in the project, he said that the "greatest danger faced by any company interested in manufacturing and selling gas air-conditioning equipment is that it might be tempted to rush into production before being certain its product is thoroughly proved. To do any less would be to run the risk of giving the manufacturer as well as the gas industry a black eye. We must protect the public as well as ourselves. We must test thoroughly before marketing."

Mr. Coleman explained that the company has had the advice and cooperation in field testing of numerous gas utility companies.

"The way our 1955 units measure up to the design specification yardstick can be attributed in no small degree to the wonderful cooperation we received from the gas industry," he said. "We sincerely thank everyone of you who participated in our field testing program. You have speeded up our work at least a full year."

The present test model gas-motor air conditioner, which is seen as the im-

to market next year. Company research continues on other types

mediate forerunner of next year's production model, is a remote unit for installation outside the house. A cooling coil would be installed inside, either in the furnace plenum or as a separate unit. With a plenum coil, the equipment would require no floor area aside from that already used by the furnace.

Another feature of the equipment is that it incorporates a sealed-in refrigerant circuit and a liquid chiller of greatly advanced design. The usual plumbing skills would be sufficient to run the chilled liquid lines between the remote unit and the cooling coil.

Mr. Coleman gave this description of the equipment:

"Inside a neatly styled, weatherproof acoustic housing is a complete factory-assembled refrigeration system. When we say complete in this case, we mean really complete. Inside this box, which is no larger than the cooling tower required for an ordinary system, is everything necessary to convert the heat energy of gas into a chilled liquid.

"It replaces the electric power plant with its boilers, generators and turbines. It includes all the elements of a typical refrigeration system and contains its own water-saving equipment, eliminating completely the need for the forced-air cooling tower with its pump, spray system, plumbing, and wiring.

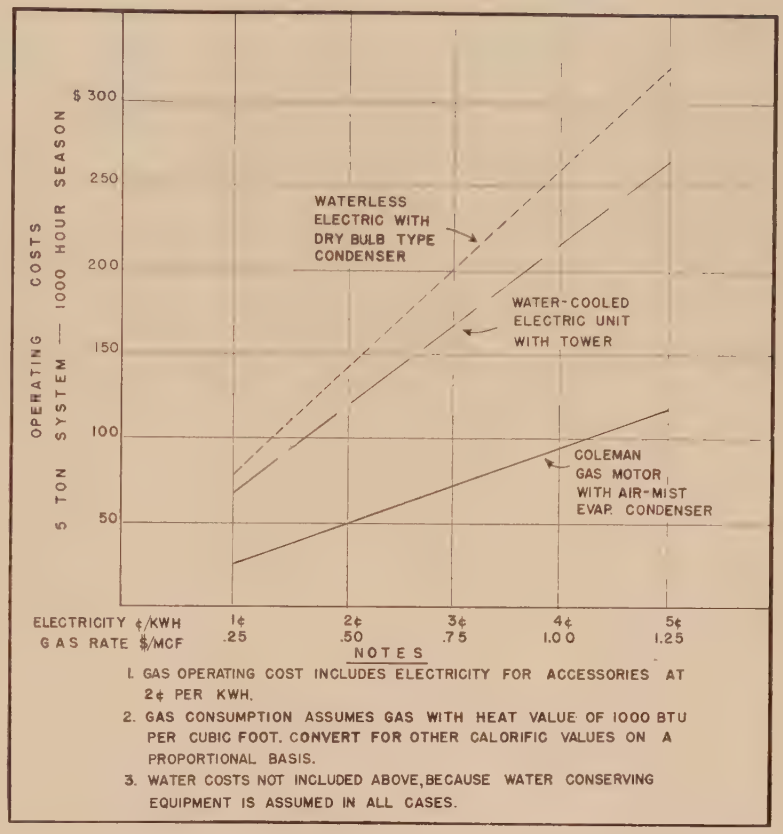
"The equipment to do this job includes the following items: Air-cooled gas motor, refrigeration compressor directly connected to the motor, evaporative condensing unit with pump and hydraulic slingers, liquid chiller, liquid circulating pump, 110-volt starter, muffler, oil reservoir, and controls.

"Current designs include 3- and 5-ton units, the most popular sizes in the residential market."

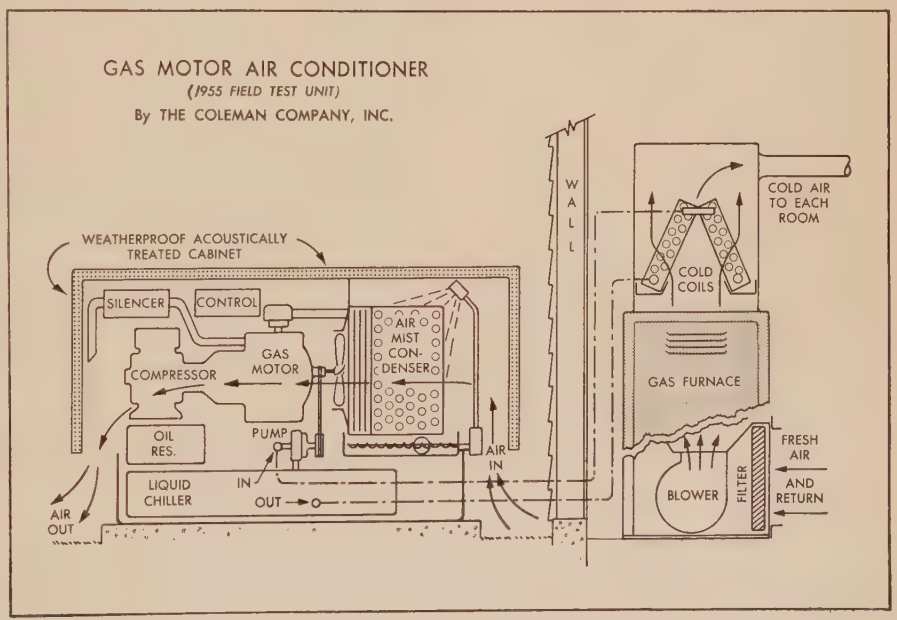
Air-handling equipment would be the same as in the present Coleman Blend-Airconditioning electric systems. Supply ducts would be either Coleman's present 3½-inch-diameter Blend-Air tubes, which fit inside standard wall spaces without special construction, or conventional ducts. Coleman "blender" outlets or standard registers would be used.

Mr. Coleman gave these other highlights of the gas-motor system:

1. The evaporative condenser would


OPERATING COSTS
5 TON SYSTEM — 1000 HOUR SEASON
$ 300
250
200
150
100
50
WATERLESS ELECTRIC WITH DRY BULB TYPE CONDENSER
WATER-COOLED ELECTRIC UNIT WITH TOWER
COLEMAN GAS MOTOR WITH AIR-MIST EVAP. CONDENSER
ELECTRICITY ¢/KWH
GAS RATE $/MCF
1¢ .25
2¢ .50
3¢ .75
4¢ 1.00
5¢ 1.25
NOTES
1. GAS OPERATING COST INCLUDES ELECTRICITY FOR ACCESSORIES AT 2¢ PER KWH.
2. GAS CONSUMPTION ASSUMES GAS WITH HEAT VALUE OF 1000 BTU PER CUBIC FOOT. CONVERT FOR OTHER CALORIFIC VALUES ON A PROPORTIONAL BASIS.
3. WATER COSTS NOT INCLUDED ABOVE, BECAUSE WATER CONSERVING EQUIPMENT IS ASSUMED IN ALL CASES.

Graph above shows relative fuel costs of electric summer air conditioning and newly designed Coleman unit. Below is shown schematic drawing of remotely-installed unit



operate on the wet-bulb temperature of the air—which rarely, if ever, rises above 80 deg. F, regardless of dry-bulb air temperature. This unit is frequently 50 to 60 percent more efficient than an air-cooled condenser of the dry-bulb type.

2. The direct drive starter would run on 115-volt AC. It would simply be plugged into an ordinary household convenience outlet.

3. Initial installed cost probably would be slightly higher than the cost of an electrical system of comparable capacity. However, when operating costs are considered, Mr. Coleman said, the advantage in most areas is so "spectacular that the gas motor system obviously becomes the best buy." With natural gas at 70 cents a thousand cubic feet, the gas motor system would have an operating cost (including gas, electricity, and water) of only half the cost of a typical electric system using 2-cent-per-Kwh current.

4. Noise is no problem. The unit's enclosure is acoustically treated. The noise level compares favorably with present electric air-conditioning equipment.

5. No special equipment or skills are required to service the power unit.

6. The compressor is coupled directly to the drive shaft. No belts or pulleys are used.

7. The goal in motor life—which is believed to have been reached—is a unit that will run for 10,000 hours without major overhauling. This is equal to five full cooling seasons in Houston or New Orleans, and considerably more than five seasons in regions farther north.

8. In regard to servicing, the Coleman Company expects to eliminate all necessity for service during a cooling season up to 2,000 hours long. Spark plug life has already been extended to 2,500 hours or more, and distributor point life is up to approximately 2,200 hours. The unit incorporates a large reservoir for lubricating oil; fill the tank once, and it will not require any more oil for an entire season.

Work on the gas motor system is being done by an intercompany team. In addition to Coleman, the team consists of D. W. Onan & Sons, power plant manufacturers; Minneapolis-Honeywell, control manufacturers, and the Copeland Refrigeration Corp., manufacturers of the compressor used.

Work on the other three promising cycles is being done by independent research organizations under Coleman's direction. Arthur D. Little, Inc., is working on the binary-type refrigerant jet system; Texas College of Arts & Industries is working on adsorption, and the Institute of Gas Technology is working on open-type absorption.

Mr. Coleman gave this account of progress in these three phases of the program:

Binary jet system: Substantial progress has been made in increasing the efficiency of the binary jet system, Mr. Coleman said, "and we have hopes that further research over the next year or two may enable us to reach our goal. This system may prove practical in sizes ranging from 7½ tons all the way down to ½-ton capacity. This could mean a practical line of gas-fired room coolers. Inherent advantages of this system are low initial cost and compactness."

Adsorption: "This system would have an advantage in that no refrigerant or pressure-containing parts would be required. Also, it would be one of the few systems that allows humidity control independent of temperature control. Thus it would adapt itself with equal ease and maximum efficiency to the humid Gulf Coast areas or the dry Arizona region, or any condition in between. Adsorption equipment is now in the research model stage and has produced useful cooling. However, a great deal more work is needed."

Open absorption: This would be different from the conventional absorption system. Considerable progress has been made, even though research began only a few months ago.

Western Metal Exposition demonstrates natural gas uses

NEARLY 54,000 people attending the ninth Western Metal Exposition during its five-day stand at the Pan Pacific Auditorium in Los Angeles were treated to a glimpse of a few of the thousands of industrial uses of natural gas.

Ten exhibitors, including the Pacific Coast Gas Association, featured gas or gas-fired equipment in their display booths. The exposition, held in conjunction with the Western Metal Congress March 28 to April 1, drew an official attendance of 53,639.

The Pacific Coast Gas Association display consisted of six large lighted panels accenting uses of natural gas in the metal working industry. Full-color artist's sketches of metal treatment held the center spot in each panel, surrounded by parts turned out by that particular method. Display items ranged from rivets and bolts to airplane parts and an Offenhauser auto racing engine.

The six panels featured melting, forging, and four heat treating operations: salt bath, and bell type, pit, and semi-automatic radiant tube controlled atmosphere furnaces.

Other exhibitors prominently featuring gas-fired equipment included Baron Industries of Los Angeles, which showed a special gas-fired oven; California Alloy Products Company of Los Angeles, an endothermic gas generator; Cincinnati Milling Machine Company, a Flamatic hardening machine; Denver Fire Clay Company, a box type heat treating furnace and a pot type salt bath heat treating furnace; Eclipse Fuel Engineering, dry hearth type aluminum reverberatory furnace and combination gas and oil burners.

In addition, the A. F. Holden Company, luminous firing non-ferrous melting furnace; Ipsen Industries, Inc., utilized a drawing of a gas furnace; Lindberg Engineering Company, automatic carbonitriding furnace and a Hyen atmosphere generator; Natural Gas Equipment Incorporated, Pasadena, California, Surface Combustion Autocarb automatic continuous carbon controller.

At Western Metal Exposition, Pacific Coast Gas Association display highlights industrial functions of natural gas. Panels show metal treatments, are encompassed by parts formed by methods

red Westin, Public Service (N. J.), PUAA president, presents l to his successor, Ray Fenton, Peoples Gas Light and Coke

Scene from pre-convention Gas Copy Clinic shows panel participants (l. to r.): George Webber, Phil F. Atlas, Frank Lietz, chairman, Ray Fenton and Norval Jennings

PUAA gas men hold copy clinic

Gas took the pre-convention spotlight at the annual gathering of the Public Utilities Advertising Association gathering last month in Chicago. The occasion was a special "Gas Copy Clinic", sponsored by PUAA but scheduled on May 11, the day before the two-day convention officially opened.

More than 50 gas ad-men participated in the all-afternoon discussion, led by a panel chaired by Frank Lietz, Northern Illinois Gas Company. Others on the panel were Harold Eckes, The East Ohio Gas Co.; Ray Fenton, The Peoples Gas Light and Coke Co.; George Webber, Michigan Consolidated Gas Co.; and Norval Jennings, American Gas Association. Two others, William Berry, The Ohio Fuel Gas Co., and W. D. Williams, New Jersey Natural Gas Co., were unable to attend because of illness.

A wide range of campaigns and promotions were discussed, with the men responsible explaining how they sold every domestic gas load from house heating to incineration.

A thorough analysis of the methods used in planning PAR Program advertising was made by Mr. Jennings, who went into detail on how the annual budget is allocated and how media are chosen. The major task is "to hold the cooking load," he said. Many of the participants commented on specific aids made available to member companies and urged that they be more widely used.

A five-minute film shown by Perry King, Polaris Pictures, proved so popular that another showing was arranged during the convention. The film dealt with installations of gas room heaters, which have caused a considerable problem in Southern California.

Gas had another partisan in one of the principal speakers at the regular PUAA convention sessions. Remick McDowell, The Peoples Gas Light and Coke Co., said that the rapid changes in the gas industry have destroyed the old independence of both producers and distributors. This new inter-dependence, he said, has stirred up resentments in some quarters that creates an obstacle to the necessary task of securing genuine unity and cooperation between producer, pipeliner and distributor.

He said that bringing better understanding between the various segments of the gas business is a public relations job of major proportions—an intra-industry job that needs the aid of PUAA.

"This type of activity is in progress," he said. "Definite programs have been advanced by A. G. A., INGAA, GAMA and LPGA, but they are still very much in the formative stage. Much assistance can be given to these programs by the members of PUAA who have the skill to change the theories into realities."

A feature of the convention was case studies presented by leading executives from a number of fields. A study of the Gas Industry Development Program was made by Dean Mitchell, first vice-president, A. G. A., and president of Northern Indiana Public Service Company.

As one of the major molders of this program since its inception in 1952, Mr. Mitchell was able to give a first-hand account of its beginnings and its accomplishments to date.

The latter he summed up as follows:

"First, I believe we can say the industry now exhibits a keen awareness of the need for aggressive merchandising.

"Second, that in the minds of the industry executives, advertising, promotion, and research have reached a new position of importance.

"Third, that the new, improved, sparkling gas appliances coming on the market today are, to a considerable degree,

(Continued on page 53)

Research seeks to extend gas uses

Norman B. Bertolette (l.), Hartford Gas, spoke at Wednesday's luncheon, outlining a seven-point action plan for the industry, including development of gas air conditioning. He was introduced by Howard B. Noyes

Conference Chairman Noyes (extreme left), senior vice-president, Washington Gas Li lines up three of Wednesday morning's speakers (l. to r.): John Eiseman, National Bur of Standards; Herbert Luoma, Alabama Gas; and Robert C. Bryce, Philadelphia Ele

Research and utilization leaders turned out in record number to study the gas industry's technological advances and to exchange ideas and information at the tenth annual Research and Utilization Conference April 27-28 in Cleveland.

The unusually high attendance of more than 450 engineers, technicians and designers from utilities and manufacturing companies helped to widen the scope of discussions. The two-day session was under the sponsorship of the A. G. A. Committee on Domestic Research and the A. G. A. Utilization Bureau.

An important highlight of the conference was the showing of improved ranges and range sections at the A. G. A. Laboratories which were developed by manufacturers and the PAR Research program. The display featured many of the innovations which were developed in principle through PAR Research and now adapted for production by various manufacturers.

Shown were such improvements as the low Btu pilots, thermostatically controlled top burners, top burner time controls, the lift-up range top, the nickel type burner, the adjustable broiler and a number of other oven and broiler developments.

Also shown was the experimental Schwank burner, an import from Europe, which now is in the process of further application research.

Howard B. Noyes, senior vice-president, Washington Gas Light Co., served as conference chairman and presided over the first morning session and luncheon.

These were some of the highlights of the conference:

1. Reports showed wide-scale interest and research in the development of gas air conditioning. The gas driven engine compression system was seen as an initial effort, while several other methods are under study.

2. The industry took a realistic look at its competition and found that gas is still a superior fuel. This self-appraisal also pinpointed areas for desirable improvement within the industry.

3. Theory has been shaved down to solid fact and has resulted in such industry innovations as the reduction in the size of pilot flames and range top burner sizes, the perfection of thermostatic top burner controls, top burner time controls and oven controls.

4. Engineers, technicians and executives of the industry were called on to provide more advanced types of appliances to suit the needs of the industry.

5. Research in the venting, ignition and combustion of gas has turned up better methods and better understanding in these fields.

6. Pertinent surveys and new avenues of serving the industry's needs were re-

ported in the field of temperature relief control devices.

7. Research developments indicate that the day of the smokeless, odorless incinerator is near at hand.

8. Technical advances were reported in the proper venting of gas appliances to improve their efficiency.

The keynote address of H. R. Derrick, president, Alabama Gas Corp., which was delivered in Mr. Derrick's absence wise, had been available only five years ago, our position today would be considerably different.

"In any event, our course is now set and action on our part, while none too soon, has had its start. New and excellent developments are in process . . ."

The vital subject of gas cooling was given a prominent place in discussions throughout the conference. Alwin B. Newton, The Coleman Company, told he said there may be another type of gas air conditioner that may come out of a long-range research program now in the hands of a research institute. He described it as a "free-piston" type of engine operated by a gas flame.

On the same panel, James O. Yund, Servel, Inc., reported on the technical advances made by the PAR research program. He said that among other investigations was one that was conducted to

Flint (l.), A. O. Smith Corporation, and Earl J. Weber, senior re-engineer, American Gas Association Laboratories, take time out to over paper they co-authored: "Research in Secondary Aeration"

Speakers George M. Nash (l.), Central Hudson Gas and Electric, and Richard L. Stone, Metalbestos Division, William Wallace Co., discuss the conference program with W. M. Jacobs (r.), who presided Thursday morning in Grand Ballroom of the Hotel Statler

by Herbert Luoma, utilization engineer of Alabama Gas, set the tone of the conference.

Mr. Derrick said the gas industry has reached a "crossroad" much the same as at the turn of the century when the electric industry first began seriously to take over the lighting load. Urging the gas industry to keep pace with progress, Mr. Derrick said, "Where research is called for, the time lag between research findings and their embodiment into a finished appliance must be lessened."

He asserted that, "Progress without research, in the face of today's highly advanced technology, is impossible. Standing still is synonymous with retrogression."

Mr. Derrick said the industry must give more attention to the field of gas air conditioning. He said, "I cannot help feeling . . . that if gas-fired air conditioning equipment, reasonable in first cost and relatively trouble-free, service-

the first morning session that in many areas gas is far cheaper for heating purposes and should prove to be just as advantageous for home cooling.

He said his company has investigated 30 methods of gas cooling. Out of the 30, four have been chosen as areas for immediate research. However, one—the gas driven engine compression system—has been selected as the method to be developed the fastest. Several hundred test units are to be placed in the field this year.

Later, during a panel discussion, Leon Ourusoff, Washington Gas Light Co., described a number of systems now being studied under the PAR Research program. He said PAR has raised its air conditioning research funds to $300,000 for work this year.

Mr. Ourusoff pointed out that a great deal of progress can be made by cooperating with manufacturers in their air conditioning research. At the same time,

establish design criteria for year-around duct distribution systems for heating and cooling.

N. B. Bertolette, president, The Hartford Gas Co., Wednesday's luncheon speaker, spelled out the industry's needs, including the development of gas air conditioning. Drawing from an analysis made of hundreds of suggestions posed to him by New England gas utility executives, Mr. Bertolette laid down this seven-point plan of action:

1. Development of a competitive priced gas-fired summer air conditioning unit.

2. Research and development of indirect water heating from a gas-fired central heating plan.

3. Substantial reduction of price differential between gas and electric clothes dryers.

4. Greater effort and progress in design and research toward improving actual safety of gas appliances and in their

use. This to be implemented by some means of making such safe operations apparent to and understood by the public.

5. Improve top burner appearance of ranges, smoother grates flush with the surface and easier cleaning.

6. More attention to be given to bringing about greater standardization, particularly of burners on gas ranges and water heaters.

7. Above all, the development of improved gas appliances that will build up a greater customer demand and have widespread public acceptance with appliances that are attractive in appearance, convenient in operation, trouble-free in protection.

On the same program, John H. Eiseman, National Bureau of Standards, said more than 300 communities have adopted the recently revised American Standards code entitled "Installation of Gas Piping and Gas Appliances in Buildings".

The Wednesday afternoon session was divided into three panels. F. A. Ryder, Stewart-Warner Corp., South Wind Div., presided over the panel on heating and air conditioning and general utilization research.

L. T. Tegler, A. O. Smith Corp., led the discussions on water heating and general utilization, while Otto B. Vogel, Boston Consolidated Gas Co., presided over the panel on cooking, incineration and clothes dryers.

Each of the panels were informal discussion groups. Research developments at the A. G. A. Laboratories and other institutions were reported. At the same time, the forums gave conferees an opportunity to air their individual problems and to exchange technical information.

W. M. Jacobs, vice-president, Southern California Gas Co., who presided over the Thursday morning session, introduced George M. Nash, Central Hudson Gas and Electric Corporation. Mr. Nash discussed "Progress in Improving Gas Ranges".

He said "excellent progress" has been realized with some of the new developments in range designs but others "have not as yet been exploited." He said ranges with other features "will be available when the utilities express their desire to promote and sell them to support those manufacturers who offer these new tools."

Richard L. Stone, Metalbestos Div., William Wallace Co., reported on his firm's research in the field of practical gas vent design. He said that for the first time, it is possible through newly developed tables available from his company to:

1. Prevent draft hood spillage by designing the vent for adequate flow of vent gases.

2. Prevent condensation, by limits applied to heat loss from double wall insulated vent piping.

3. Prevent excessive temperature on adjacent combustible material by limiting design vent gas temperature rise to not over 300 degrees above room temperature.

The clinic on "What About Our Competition and What Is the Way to Meet It?" was moderated by R. M. Mitchell, Philadelphia Electric Company. Dr. S. F. Gilman, Carrier Corp., reviewed the operating characteristics of the electric heat pump and the areas of its most obvious usefulness. He said the gas industry's responsibility lies "in bringing every possible resource to bear on marketing a highly acceptable gas all-year residential air conditioner or heat pump."

Another speaker, Kenneth Wood,

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Discussing publications are F. A. Ryder (l.), Stewart-Warner, who conducted panel on heating, air conditioning, and general utilization, and O. B. Vogel, Boston Consolidated Gas, who conducted panel on cooking, incineration, dryers

Three conference presiding officers find time to discuss their reactions to the various meetings. Left to right: W. M. Jacobs, Southern California Gas Co.; A. B. Cameron, Ruud Manufacturing Co.; L. T. Tegler, A. O. Smith Corporation

utility, and economical in cost and in operation.

R. H. Collacott, assistant to the chairman of the board of the Standard Oil Company of Ohio, was the Thursday luncheon speaker. He chose the topic, "Social Responsibilities of the Business Man." Mr. Collacott emphasized that one important contribution by the industry to society is its constant financial support of educational and civic programs.

At the opening session Wednesday morning, Robert C. Bryce, Philadelphia Electric Co., told the conference that "it is the duty of all who engage in the sale and installation of water heaters to educate the public on the essestial need for relief devices." He said that both a pressure relief device and a temperature relief device should be installed to assure

Industrial relations round-table

Prepared by
A. G. A. Personnel Committee

Edited by W. T. Simmons
Assistant to the Personnel Manager
Philadelphia Electric Company

● **Sugar-coated fringe benefits**—The New York *Times* reports one employer who believes that doing spectacular things makes lasting impressions. At Easter, E. Clairborne Robins, president of A. H. Robins Company, Inc., of Richmond, Va. (pharmaceuticals) sends employees a Smithfield ham with a little note telling how best to prepare it. And he sends them little checks on their birthdays.

Most unusual idea was when he sent a bonus check to employees' wives a few years ago. Robins' note contained his fine personal touch. It said, "Because few men can be truly successful without the inspiration of a good wife, I am addressing the thanks and this token to you."

● **Watch that coffee break**—Nearly half of 600 executives studied by Rutgers University scientists recently were found to be overweight. Primarily because of a coffee and sweet roll at mid-morning, topped by a bottle of soda or a candy bar in the afternoon.

Besides adding calories, snacking cuts down on the appetite for vitamin-rich foods. One quarter of the business men examined were found to be deficient in essential vitamins such as vitamin C, riboflavin, and thiamine.

To keep the diet healthy, Rutgers advises eating three well-balanced meals a day.

● **Accentuate the positive**—That's how Daystrom Inc.'s Instrument Division at Archbald, Pa., talks about employee benefits. It does not talk about how much its free insurance and hospitalization costs the company. It emphasizes how much these benefits have meant to employees.

For instance, there's a headline in the plant newspaper: "Employee Benefit Program Saves Daystromites $1¼-million in 3 years." Then the story goes on to tell of the case of one employee who received over $3000 in weekly compensation and in hospital and medical expenses during a prolonged illness.

With the ever-rising cost of fringe benefits, it appears necessary to make sure that workers know how much these things mean to employee income.

● **Arbitration decision**—*Arbiters grant wage raise according to ability to pay*—The Connecticut Board of Mediation and Arbitration aligns itself with arbiters who consider ability to pay an important factor in wage arbitration. The Board takes this factor into account in resolving a wage dispute between Local 145 of AFL's Teamsters and the Wurtzel and Gordon Company. The award squeezes down a union request for a 30-cent wage increase and a reduction in hours of work from 45 to 40 hours a week, largely on the basis of the company's small profit margin.

Wurtzel and Gordon is a business delivering dairy products, poultry, and frozen foods to stores and restaurants. At the hearing the union cited various companies in the area doing similar work and paying substantially higher rates than Wurtzel and Gordon, plus time and one-half after a 40-hour week. In addition, the union pointed out, it has negotiated welfare and pension plans in nearly all the companies with which it has contracts, but not with this employer.

In answer the company argued that many of the compaines cited by the union do their own processing or are part of a national chain. Many of the drivers are driver-salesmen, not simply delivery men. And the company argued that its profit margin is so small now that granting the increases asked for by the Teamsters would shove it into the red.

The financial picture submitted by the company impressed the three-man arbitration board. The award notes that the company is paying rates much lower than those of unionized drivers in the area, although its rates are higher than those of non-union companies.

While the Board expresses interest in bringing the rates up to those paid by unionized companies, it says this objective must be pursued with one eye on "existing circumstances" such as the competition from non-union companies and the small profit margin. Accordingly, the award declines to change work hours, and grants a five-cent increase because "some slight increase is justified."

The Connecticut Board was composed of Joseph Donnelly, Samuel Curry, and W. Stewart Clark. (January 31, 1955)

● **Multiple arbitration**—How do you like your grievances arbitrated? One at a time, or all at once by the same arbitrator? Whichever your choice, be sure your contract language will give you the result you want. This is another area of the contract where words are particularly important.

The contract of Armstrong Cork Company reads like this: If "a grievance . . . shall not have been adjusted to the satisfaction of the parties through the grievance procedure . . . the matter may, at the request of either part, be submitted" to an arbitrator for settlement.

Several grievances went up the ladder and were ready for arbitration at about the same time. The union wanted one arbitrator to hear them all at one proceeding. The company said no.

An arbitrator ruled for the union. In the absence of specific language in the contract to the contrary, he ruled that all grievances reaching the arbitration stage at the same time must go before one arbitrator at the session. Is this result unusual? Perhaps so when you consider that in the clause under discussion there is the singular use of "grievance" and "the matter." But arbitrators previously—and courts, too, have held time and time again that contracts must be interpreted as providing for arbitration of all grievances ready for it in a single proceeding—unless there is specific language to the contrary.

● **Community activity of employees studied**—Some companies make a special effort to get the facts about the community activities of their employees. Cincinnati gas and electric is a good example. They appreciate that many men and women are actively engaged in their off-the-job hours in numerous worthwhile civic, charitable, youth or other community welfare work. Praise of them for this effort cannot be too great.

An actual record of the vast amount of volunteer work performed by employees was requested. It is extremely interesting, and it provides factual information relating to the amount of effort given by them toward the betterment of the community.

● **NLRB rulings**—*NLRB chairman gives pointed analysis of Board functions*—Chairman Guy Farmer of the National Labor Relations Board, in a comprehensive statement on administration of the Taft Act, marks out for a legal audience the limitations under which the Board must operate, and spells out for laymen the practical considerations which must guide the agency to some degree.

He says "Our new standards are designed to bring within our orbit all enterprises having any substantial impact on interstate commerce, while withdrawing our hand from small local businesses."

As he explains it, about 3,000 of the 14,500 cases filed with the agency in 1953 came up for final consideration by the members of the Board. "It must be obvious to all of you," he says, "that no quasi-judicial agency can handle this huge volume of cases and give anything like adequate consideration to each individual case."

Regarding the legal reins on the Board, Farmer says the agency is obliged to bridge gaps in statutory language "by interpretations consistent with the spirit of the law," but that this discretion of the agency must be appraised carefully.

One fundamental appraisal, he says, must be made on the basis of court action on Board decisions. The Board is required to step carefully in light of rulings by the courts, he says, because their determinations are made on whether the agency has interpreted the statute correctly. He says: "Once the courts have spoken in unmistakable terms on the construction of a particular provision of the statute, with an opportunity for resort to the Supreme Court, the administrative body must conform its decisional policies to prevailing

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Speakers on the Conference's general session program include (l. to r.): Col. H. S. Bennion; J. F. Oates, Jr.; A. G. A. Accounting Section Chairman A. T. Gardner; J. G. Ross; Gene Flack

Preparing to speak at Wednesday luncheon and afternoon session of the Electronic Accounting Machine Developments Subcommittees are (l. to r.): J. C. Messer, Peoples Gas Light and Coke; P. W. Boyer, Commonwealth Edison; J. W. Balet, Consolidated Edison; Walter Ott, Cincinnati Gas & Electric

Speakers above gave talks at Tuesday session. Left to right: Carl P. Allm R. A. Rosan; Barnard Morse; C. N. Rice, Jr., chairman, EEI Depreciation counting Committee; S. W. Binckley, chairman, A. G. A. Depreciation counting Committee; P. K. Read, vice-chairman, EEI Depreciation Account

Gas, electric utility accountants meet in Chicago for 18th joint annual conference

Accountants weigh role in management

More than 1,300 delegates from gas and electric utility companies, an all-time record registration—attended the National Conference of Electric and Gas Utility Accountants in Chicago, April 25-27. The conference was jointly sponsored by the American Gas Association and the Edison Electric Institute. It was the 18th annual meeting sponsored by the two national utility trade associations.

The conference was told how accounting can better serve management needs, and was informed of new developments and technological changes in methods and requirements necessitated by today's changing conditions.

Delegates were welcomed by James F. Oates, Jr., chairman of the board, The Peoples Gas Light and Coke Co., and Gordon R. Corey, vice-president, Commonwealth Edison Co., host utilities for the conference. Greetings and remarks

General session speakers gathering for recess discussion are (l. to r.): A. Paul Thompson; Dean H. Mitchell; EEI Accounting Division Chairman Omar K. Boyd; Dr. Howard Aiken; Gordon R. Corey

tured speakers addressed the luncheon session of the Plant Accounting operty Records Committees on Tuesday. The three men seated at the re (l. to r.): W. T. Mott; M. B. Romeiser; A. C. Herron. Standing in the ound are (l. to r.): P. E. McClellan; H. L. French; and C. A. Gracey, Jr.

Customer Relations Committee speakers seated are (l. to r.): C. T. Shoch; G. E. Smith, chairman, A. G. A. Customer Relations; T. J. Peterson, chairman, EEI Customer Relations; J. W. Kehoe. Standing (l. to r.) are: L. D. Kurtz; N. F. Schaberg; H. F. Martin; J. B. White, Jr.; J. A. Galvin; D. D. Ferry

were delivered by Dean H. Mitchell, first vice-president, A. G. A., and president, Northern Indiana Public Service Co., and H. S. Bennion, managing director, EEI, who spoke in place of Harold Quinton, EEI president.

Mr. Oates pointed out that accounting was not a static profession. Changing conditions require changing methods and accounting must be flexible to record present operations and meet the challenge of a changing world.

Mr. Mitchell, on behalf of A. G. A., congratulated both industries on the work being done for the common benefit of the utility industry and its customers. Mr. Bennion told delegates of Mr. Quinton's commendation for the accounting executives for their splendid job in keeping the utility industry abreast of developments in mechanization and in use of automation techniques. The attention being given electronics indicates the next step in mechanization of offices and plants, he said.

Dr. Howard Aiken, director of Harvard University's computation laboratory, spoke at the first general session. Austin T. Gardner, Delaware Power and Light Co., and Omar K. Boyd, Baltimore Gas and Electric Co., presided at the opening session as respective chairmen of the A. G. A. and EEI Accounting Sections.

On the subject of electronic data processing, Dr. Aiken pointed out that men of business should demand machines designed specifically for their purposes, instead of attempting to use equipment intended for something entirely different. He warned that electronic computors should not be accepted uncritically as a panacea for all data processing problems. Computers can do nothing for us that we cannot do without them—their only advantage is increased speed, he said.

The increasing usefulness of accounting to management and the greater emphasis upon animate factors in business enterprise were cited by A. Paul Thompson, vice-president, Iowa Power and Light Company. These were among the outstanding developments of the past quarter-century, he said. Noting the increased use of automation in plant operations and increasing mechanization of offices, he said electronic devices are not competing with us, nor are they making the role of an accountant easier. Rather they are serving us and placing a higher premium on accounting skill.

Gene Flack, sales counsel and advertising director, Sunshine Biscuits, Inc., spoke of the favorable factors that offer unprecedented opportunities ahead in 1955 with huge liquid assets of consumers available.

J. Gordon Ross, Rochester Gas & Electric Corp., concluded the opening ses-

sion with a report on the Customer Relations kit now available to gas and electric utilities. More than 200 complete sets, including manuals, booklets, films and records have been purchased in recent months, he said.

Specialized subjects were discussed in group meetings on Tuesday and Wednesday. Electronics, automation, customer relations, rates and regulation, and methods of increasing over-all company operations were discussed.

Important and informative papers were presented at meetings of the General Activities Group, the General Accounting Committee, Customer and Employee Relations Committees, Plant Accounting, Depreciation Accounting, Internal Auditing and Taxation Accounting Committees. A luncheon meeting was devoted to electronic accounting machine developments.

Highlights from these group meetings included expositions on the new accounting methods including elimination of pennies from accounting records, offered by W. R. Butler, the Lake Shore Gas Co. Developing reports for operating management was discussed by F. A. Going, Consolidated Edison Company of New York. G. F. Jones presented a paper on reporting and distributing labor costs.

Significant regulatory developments were presented by F. L. Holleman, Arkansas Louisiana Gas Company. This discussion included the Hinshaw Bill and its effect on natural gas utilities, and changes in Securities and Exchange Commission regulations. Annual reports were covered by C. F. Mills, Philadelphia Electric Co., also as part of the General Accounting program. S. Lloyd Nemeyer, Arthur Andersen & Co., gave a talk on the need for long range planning by management, before the General Activities group.

Collection problems, adequate wiring, high bill inquiries and all phases of metering were some of the topics presented before the Customer Relations group. Service interruptions and service delays also were discussed.

Electronic data processing machines came in for a great amount of discussion. J. Douglas Elliott, The Detroit Edison Co., declared electronic computers need people to tell them what to do, need people to prepare the work and to operate them and need people to interpret the results produced. He said it would take a company from six months to three years to install an electronic system and to complete the work which will lighten the problem of employee transfer and training.

J. W. Balet, Consolidated Edison Company of New York said that in working out programming for a computer to be delivered to his company in April, 1956, the entire electronics staff was recruited from within the controller organization of the company. The computer may be a direct substitute for present punch card equipment, Mr. Balet

Speakers and committee men who developed program for the Customer Accounting Committees sessions pose by display. Seated, left to right: J. C. Luchsinger; S. A. Cole; A. W. Merchant; F. A. Dauw; P. F. Hlubb. Standing, left to right: C. R. Gibbens; D. M. Arnold; U. J. Farnsworth; A. B. Willson; M. F. Young; G. E. Minister; A. C. Haake; R. G. Maas; C. F. Wahli; L. J. Scully

Taxation Accounting speakers listen to Carl Allman. Seated (l. to r.): W. G. Kuhns; H. M. Hobson; W. S. Alt; C. A. Palmgren; D. H. Osterholm; G. H. Weir

R. B. Tritton delivers address at Wednesday morning Internal Auditing Committees session. Seated (l. to r.): G. G. Becher; J. A. Riley; and Anton Steven

said, but it will be necessary to maintain a sizeable clerical force to maintain control over the payroll. This comment was the result of a detailed analysis of payroll handling taken as a yardstick to measure economics of computer application for other general accounting operations.

David J. Dawson, Boston Edison Co., told the Internal Auditing group of the new concept of auditing. Internal control now encompasses the entire range of company activity. The auditor no longer is a colorless figure checker. He must develop solicitude, independence and basic competence to keep pace with the new look in internal auditing, the speaker said. Robert B. Triton, The Cleveland Electric Illuminating Co., presented a paper outlining methods and yardsticks for measuring effectiveness and performance of an auditing staff.

Negotiation and control of construction contracts were topics discussed by Anton Stevens, West Penn Power Company. He pointed out ways and means the internal auditor can avert unnecessary losses through close study of formation of contracts and through his advice on cost clauses and control points. Howard L. Jones, Illinois Bell Telephone Company addressed the Internal Auditing Committee on the practical application of statistical sampling to accounting work.

At Tuesday's session of the Customer Accounting Committees, five papers were presented. They were: "Cash Posting—Methods and Trends" by M. F. Young, The Connecticut Light and Power Co.; "Is Mark Sense Meter Reading the Answer?" by R. G. Maas, Wisconsin Electric Power Co.; "Hi-Lo Consumption Checks" by P. F. Hlubb, Baltimore Gas and Electric Co.; "Is Your Bookkeeping Plan Out of Date?" by G. E. Minister, Columbus and Southern Ohio Electric Co.; and "Meter Reading and Bill Forms" by C. F. Wahli, Knoxville Utilities Board.

Mr. Wahli's manual, wherein are shown forms from 207 utility companies, is particularly interesting due to the outstanding work done by various members and participating companies in making the manual available.

Papers read at Tuesday afternoon's Customer Accounting Committees meeting included: "Customer Account Numbering Systems" by A. B. Wilson, Georgia Power Co.; "Estimated Meter Reading—Practices and Policies" by F. A. Dauw, Iowa-Illinois Gas and Electric Co.; and "Why Do It?" by U. J. Farnsworth, Michigan Consolidated Gas Company. The last customer accounting paper, entitled "Budget Billing—Electric and Gas Space Heating" by L. J. Scully, Union Electric Company of Missouri, was read at Wednesday's Customer Activities Group meeting.

These meetings had a high rate of attendance, with approximately 250 people seated. Presiding officers were S. A. Cole and A. W. Merchant.

esday Customer Collections Committees session features talks by (l. to H. S. Hahn; W. T. Brauer; F. J. Maguire; J. E. Malone; R. B. Williams]

General Activities Group speakers assembled are (l. to r.): H. W. Ziethen; D. W. Peterson; W. T. Hamilton; W. M. Sellers; D. J. Dawson; C. N. Ostergren

F. McCahon asks "Am I on the Team?" at Accounting Employee Relaons session. Seated (l. to r.): J. F. Daly; H. M. Currey; and T. J. Blake

Audience at General Accounting session heard speeches by (l. to r.): C. T. Dwight; W. R. Butler; R. H. Johnson; F. A. Going; G. F. Jones; M. W. Hall

Men from 61 companies at school

The fifth biennial A. G. A. Industrial Gas School, held at Pittsburgh's William Penn, attracted 136 students for the course, with 61 utility companies represented

One hundred thirty-six students from 25 states and three Canadian provinces attended the fifth biennial Industrial Gas School held in the William Penn Hotel, Pittsburgh, during the week of May 2.

The industrial gas men attending the five-day course came from 56 U.S. and five Canadian utility companies plus industrial gas equipment manufacturers and dealers, pipe line companies, LP-Gas representatives and customers. An interesting note is that two men came from the Boeing Airplane Co., Seattle, to gain knowledge on the uses of gas that can be applied to their manufacturing operations when natural gas will be available in the Northwest.

The students were given a cordial welcome by Christy Payne, Jr., vice-president, The Peoples Natural Gas Co., Pittsburgh, who also pointed out the importance of industrial gas utilization both from a volume and revenue standpoint. W. E. McWilliams, manager, industrial and commercial division of the same company and chairman of the A. G. A. Sales Training Committee, opened the class session with a short introduction to the school. He also presided the first and last day of the school.

Other members of the committee presided on the second, third and fourth days. They were W. A. Stermer, The Manufacturers Light & Heat Co., Pittsburgh; Ralph L. Melaney, Equitable Gas Co., Pittsburgh; and Carroll B. Mershon, Tate-Jones Div., Continental Equipment Co., Coraopolis, Pa.

Lectures covering fundamentals occupied the first day session starting with a discussion of the basic principles of the combustion of various fuels by J. Huebler, development engineer, Surface Combustion Corp., Toledo. First of the speakers on how to burn gas and the various systems used to obtain desired flame characteristics, inputs, gas-air proportioning and mixing ratios was Carl Wierum, industrial sales manager, The Brooklyn Union Gas Co., who spoke on atmospheric combustion systems.

He was followed by Erwin E. Hirschberg, Eclipse Fuel Engineering Co., Rockford, Ill. on high pressure gas and air systems; Robert M. Buck, president, Bryant Industrial Products Corp., Cleveland, on low pressure air systems; Lowell Crouse, Maxon Premix Burner Co., Muncie, Ind. and R. J. Reed, The North American Mfg. Co., on mechanical systems. The last lecture on this basic series was on types of burners by Robert A. Modlin, senior technician, industrial sales and service div., The East Ohio Gas Co., Cleveland.

The principal uses of gas that are met with by industrial gas engineers are in the fields of heat treating and melting for both ferrous and non-ferrous metals. Setting forth the fundamentals of the heat treatment of steel, Stanton T. Olin-

culty of experts presented lectures of importance to industrial engi-
s. Above, Robert A. Modlin, East Ohio Gas, describes types of burners

The uses of gas in textile and paper processing are illustrated by E. V. K. Shutt, Central Hudson Gas & Electric, in a display of gas-processed fabrics

Wierum, Brooklyn Union Gas, reviews details of his lecture with
p of students. Above, he explains atmospheric combustion systems

A group of cadet engineers hears J. J. McGowan, Equipment Engineering Co., explain protective and control fundamentals on demonstration panel

ger, The Cincinnati Gas & Electric Co., gave the students that basic information they needed to understand customers' problems and to advise how certain metallurgical characteristics can be obtained.

Describing how to heat treat and with what type of equipment it can be done, Fred C. Schaefer, sales manager, American Gas Furnace Co., Elizabeth, N. J., covered all types of equipment from the smallest to the largest, including direct firing, muffle firing and radiant tube firing with prepared atmospheres.

The equipment, furnaces and fuels for forging, brazing and extruding metals and alloys was presented by R. S. Komarnitsky, chief metallurgist, Rockwell Spring & Axle Co., Coraopolis, Pa. Stewart C. Parker, The Peoples Gas Light and Coke Co., Chicago, described the various types of non-ferrous melting furnaces and practices, crucible, pot and reverberatory furnaces, sand, permanent mold and die casting.

Following with more information on non-ferrous metals, H. Read Shailer, Jr., The Connecticut Light & Power Co., Waterbury, spoke on the heat treatment of copper and brass; and H. M. Short of the Aluminum Company of America, Pittsburgh, spoke on the heat treatment of aluminum.

In order to protect work in a heat treating furnace and where desired, impart certain metallurgical characteristics to the work, prepared atmospheres must be used. A discussion of the generation and combustion of prepared atmospheres for various industrial operations with their application and results obtained was led by E. S. Lanning, Jr., Public Service Electric and Gas Co., Elizabeth, New Jersey.

Other phases of industrial gas utilization were the subjects of a series of lectures on the third day. A. V. Leudemann, general sales manager, Mears-Kane-Ofeldt, Inc., Div. of S. T. Johnson Co., Forest Hills, N. Y., set forth the recommendations of steam requirements for industrial processing and presented charts and tables from which boilers could be sized for the particular operation at hand.

Gas-designed boilers used for heating and process steam operations and recommendations for sizing to the job was the subject of O. M. Olsen, vice-president, Sellers Engineering Co., Chicago. He was followed by A. D. Frydendall, formerly of The Peoples Gas Light and Coke Co., Chicago, now retired and acting as a consultant, who gave a very instructive and graphic lecture on boiler conversions.

Of equal importance to design and use of industrial gas equipment are the protective devises. J. J. McGowan, manager, service division, Equipment Engineering Co., Pittsburgh, used a demonstration panel to discuss the equipment needed, methods to be followed and codes to be

observed for ignition and combustion protection. K. R. Knoblauch, sales manager, Metal Processing Industry, Minneapolis-Honeywell Regulator Co., Philadelphia, gave a description of the various measuring systems and equipment and the automatic control systems used to regulate temperatures of industrial gas equipment.

The first specific applications of industrial gas discussed was the glass industry. A. W. Weber, director of engineering, Corning (N. Y.) Glass Works, pointed out the importance of firm gas for glass processing as many present-day manufacturing processes would not permit the use of any other fuel. In some instances LP-Gas can be used for stand-by but in general the economic factor was the guiding hand in fuel selection. In most locations, Mr. Weber stated, gas was competitive and could be used with economic justification.

The next specific application was on bricks and pottery. Christopher G. Hobson, Hauck Mfg. Co., Chicago, spoke on the use of gas in the manufacture of brick and told how conversions from coal or oil to gas in bee-hive kilns can be accomplished.

A miscellaneous group of lectures on the fourth day began with a lecture on the methods of immersion heating, external heating, and submerged combustion for water and other solutions in tanks by Maurice J. Dewey, president, Dewey Gas Furnace Co., Detroit. The use of refractories and insulation, and a discussion of heat losses through furnace walls was discussed by J. D. McCullough, chief engineer, refractories division, The Babcock & Wilcox Co., New York. He also made recommendations on insulation and the economic factors involved.

Processes utilizing high temperature indirect heating were discussed by Carl H. Lekberg, manager, industrial gas sales, Northern Indiana Public Service Co., Hammond. He went into great detail on the various processes using high temperature and equipment used including radiant tubes and muffles, both alloy and refractory.

A recent and rapidly growing field of industrial gas is the petro-chemical industry where gas is not only used as a heating medium but as a raw material. G. R. (Jack) Walton, industrial sales engineer, United Gas Pipe Line Co., Houston, used movable letters representing the elements to illustrate what happens when natural gas is broken down and combined with other elements to produce a variety of new products. W. S. Sims, supervisor, industrial engineering division, Philadelphia Electric Co., lectured on the uses of gas as a heating medium in the chemical industry.

Herman Gehnrich, president, Gehnrich & Gehnrich, Inc., Woodside, N. Y., described the principles, practices and designs of gas-fired ovens used for industrial drying and finishing. Concluding the day was a lecture by Charles A. McFadden, Selas Corporation of America, Philadelphia, in which he discussed the specialized gas equipment to fit into production line processing. A description of this equipment showed how high speed gas heating placed our fuel right in the production line to meet the present-day demands for automation.

Other specialized applications of industrial gas were discussed on the last day of the school sessions. Jack V. Richards, New Jersey Natural Gas Co., Asbury Park, covered the heating operations and equipment necessary in volume food processing. To meet the requirements of local air pollution codes, it is necessary to treat flue gases from some processing operations so that contamination of the community air is eliminated or reduced to an accepted minimum. A description of the equipment for fume incineration and operating data on various types of installations was discussed by R. J. Ruff, president, Catalytic Combustion Corp., Detroit.

Miscellaneous small processes were treated by J. Paul Jones, supervisor of commercial sales, Baltimore Gas and Electric Co., in a discussion about applications and equipment used for varnish cooking, battery burning, mold drying, ladle heating and other smaller applications that made good gas loads.

Using a large display of natural and synthetic fabrics, Everett V. K. Schutt, industrial gas engineer, Central Hudson Gas & Electric Corp., Newburgh, N. Y., gave a graphic talk on the uses of gas in the operations of textile and paper processing. He also described the typical applications in textile and paper mills together with the types of gas equipment

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Strange misconception

A STRANGE misconception on the part of many Americans as to the role businessmen play in the lives of their employees has been brought to light in a nation-wide cross section survey of 1,100 manual and white collar employees.

It is known by students of our economic system that the amazing productivity of American industry is the one and only thing that produces our high living standards. It is also a matter of record that for more than 20 years businessmen have been leaders in the fight to preserve the freedom of the individual in this country.

But this knowledge, unfortunately, has not been widely enough shared, and, in the opinion of the National Chamber of Commerce, it is largely the fault of the businessmen themselves.

Two questions (among others) were asked of the 1,100 employees by the Opinion Research Corp., namely: (1) "Which would you say has done the most to protect the freedom of the individual in this country—government leaders, union leaders or business leaders?" and (2) "Which would you say has done the most to improve the living standards of the people in this country?"

To the first question the answers were: government leaders, 59%; union leaders, 18%; business leaders, 7%; all three, 1%; no opinion, 15%.

To question No. 2 the answers were: union leaders, 47%; business leaders, 18%; government leaders, 18%; all three, 5%.

And yet, despite this seeming indication that employees possessed little faith in business leaders, those polled rated business leaders above government and union leaders in such categories as intelligent, forward-looking, fair-minded, capable, hard-working, energetic, trustworthy, honest and truthful.

The old days in which company brass considered any inquiry into company matters on the part of employees the most grievous form of impudence are, fortunately, over. For, like those on a ship in a raging sea, the big brass and the men in overalls will either ride the storm together or go down together—and this realization ought to bring them closer to one another.

"Take your employees into your confidence," advises Emile F. du Pont, director of du Pont's employee relations department. "Show them how their welfare is bound up in the company's welfare. Demonstrate to them that their share of the company's earnings is fair and proper. Don't try to answer the misrepresentations of business enemies in speeches to your associates who don't need to be convinced, but do it in your plant among your own employees. There is the field to be cultivated, and because they know you and believe you, there is the field where you can be most effective."

The quicker employers take employees into their confidence and tell them the truth, the whole truth and nothing but the truth, the sooner shall we make industrial and social progress of unprecedented proportions.
—Cleveland *Plain Dealer*

30,000 throng week-long restaurant show

Modernize—Mechanize—Merchandise! This was the theme of the 36th annual National Restaurant Exposition on the Navy Pier, Chicago, during the week of May 9. With a registration of visitors topping last year's record attendance by 15 percent, nearly 30,000 visitors thronged the four miles of main aisles of this largest industry show.

Again spanning the giant pier at about the midway point, the American Gas Association Combined Commercial Gas Cooking Exhibit was seen by every visitor as they made the rounds of the exhibits. While mechanization is not yet practical for commercial cooking, the 14 cooperating exhibitors under the Blue Flame banner stressed speed and efficiency in the display of modern volume cooking equipment.

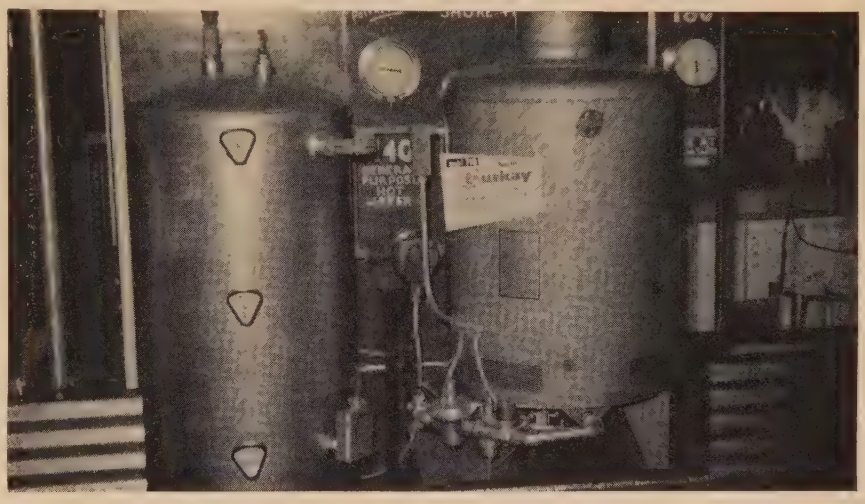
Those in the gas area were: Anetsberger Bros. Inc., Northbrook, Ill.; The G. S. Blodgett Co., Inc., Burlington, Vt.; The Cleveland Range Co., Cleveland, Ohio; Detroit-Michigan Stove Co., Detroit, Michigan; Duke Manufacturing Company, St. Louis, Missouri; The Frymaster Corp., Shreveport, La.; Groen Manufacturing Company, Chicago, Illinois; B. H. Hubbert & Son, Inc., Baltimore, Maryland; Kewanee Industrial Washer Corp., Kewanee, Illinois; Magic Chef, Inc., St. Louis, Missouri; The Malleable Steel Range Manufacturing Corp., South Bend, Indiana; Market Forge Co., Everett, Mass.; Morley Manufacturing Co., Mascoutah, Illinois; Robertshaw-Fulton Controls Co., Youngwood, Pennsylvania.

Attention was focused on several new items this year among which were a new gas-fired, self-contained steam cooker by Market Forge Company. Anetsberger Brothers showed their new infra-red broiler with two burners. The lower burner heats a nickel steel plate on which the food rests and a specially designed upper burner heats a double set of stainless steel radiants which in turn throw out a barrage of infra-red rays that penetrate the meat deeply. A top plate can be used to grill. They also featured their matched counter equipment which included a grill, open top range, deep fat fryer and a broiler.

Pipes and all controls are hidden in a new stream-lined steam cooker of The

(Continued on page 53)

Thirty thousand visitors to the 36th annual National Restaurant Exposition on the Navy Pier, Chicago, passed through the A. G. A. Combined Commercial Gas Cooking Exhibit, on May 9-13



Illustrated is Burkay gas water heater, one of 12 A. O. Smith heaters supplying two-temperature water to dishwashers at exhibition. Large temperature gauges register at 140°, 190°

Anetsberger Brothers' matched counter line display consists of griddle, deep fat fryer, open top burner section, hot food storage. Firm also showed infra-red two-burner broiler

Stored gas doubled since 1950

• Many of the papers presented at the A. G. A. Gas Supply, Transmission and Storage Conference, including the complete Report on Underground Storage Statistics, are available in printed form. A check list will soon be sent to all Operating Section members.

The volume of natural gas in underground storage in the United States in 1954 was 1 trillion 11 billion cubic feet, according to a report by the A. G. A. Committee on Underground Storage issued at the annual Gas Supply, Transmission and Storage Conference held in Pittsburgh, May 9-10. This represented an increase of 125 billion cubic feet over the previous year. Volume of gas in storage in five years has risen to 2.45 times the 412 billion cubic feet in storage in 1950.

This report was a highlight of the meeting that drew more than 500 gas men from all sections of the U. S. to the Hotel William Penn for the Operating Section's annual gathering.

The ultimate capacity of the underground storage reservoirs in the U. S. which includes all native and cushion gas in the reservoirs, on October 31, 1954, the end of the A. G. A. association year, was 1 trillion, 859 billion cubic feet, an increase of about 125 billion cubic feet over the previous year. Ultimate capacity for storing natural gas underground has increased about 2.40 times since 1950 when such capacity totaled 774 billion cubic feet.

At the end of the 1954 year there was a total of 6,395 active wells operating in 172 pools located in 17 states. A year earlier there were 5,789 active wells in 167 pools in the 17 states with underground storage facilities. At the end of the 1954 period there were 12 new underground storage pools under construction. When completed, these pools will

Tuesday general session speakers are (l. to r.): A. B. Bowden, Mellon National Bank and Trust; Berringer, Panhandle Eastern Pipe Line; C. E. Upson, Texas Illinois Natural Gas Pipeline; C. W. Union Gas; C. F. Jones, National Fire Protection Assoc.; H. L. Freuchtenicht, Jr., Michigan Gas Sta

G. W. McKinley, extreme left, Hope Natural Gas Co., conducted first-day general session. Speakee (l. to r.): F. C. Riesenfeld, The Fluor Corp.; R. W. Todd, Pacific Lighting Gas Supply Co.; R. A. D erty, Fish Engineering Corp.; C. J. Hauck, Ohio Fuel Gas; Grove Lawrence, Southern Californi

A. R. C. Markl, extreme left, speaks at Compressor Stations conference. Seated (l. to r.): S. A. Bradfield; N. C. Comfort; J. S. Quill; and David Salls

Underground Storage Conference speakers are (l. to r.): H. L. Fruechtenicht, Jr.; W. H. Gruenberg; W. F. Burke; C. W. Studt; R. W. Hofsess; M. V. Burlingame

The five speakers pictured above were featured at the Pipeline Conference. Left to right: L. E. Brooks; Leo M. Odom; A. J. Shoup; E. H. Fisher; R. H. Crowe

W. E. Ferguson (standing at center of photograph), The Ohio Fuel Gas Co., acts as presiding chairman of the luncheon conference on Natural Gas Production

Left: Major speakers at Communications Conference are (l. to r.): W. Koschorreck, Public Service Electric and Gas; H. A. Rhodes, Transcontinental Gas Pipe Line; D. E. York, United Fuel Gas; and J. E. Keller, Dow, Lohnes, & Albertson

even members of the Subcommittee on Compressor Stations meet during intermis-ion. Left to right: W. C. Say; F. B. Haverfield; Subcommittee Vice-Chairman S. A. radfield; Chairman N. C. Comfort; J. G. Bernhart; F. E. Culvern; and R. S. Jefferies

Meeting in Pittsburgh, on May 8, is Operating Section's Committee on Undergrou Storage. C. W. Studt (left of column in foreground) acted as committee chairm Group recently published "The Underground Storage of Gas in U.S." for year 19

S. A. Chadwell, Columbia Gas System Service Corp., addresses Tuesday afterno Gas Dispatching Conference. Seated at speakers table are (l. to r.): T. B. Kell Dr. I. P. Krick; H. B. Lafferty; R. L. Zeliff, Jr.; W. F. Crutchley; and Calvin Sc

Left: Gas Measurement Luncheon Conference, at Sky Room of William Penn, included as speakers (l. to r.): H. B. Nichols; E. N. Armstrong; R. W. Todd; S. R. Beitler; F. M. Partridge; P. H. Miller; H. S. Bean; and E. E. Stovall

● *500 gas men hear latest developments in their fields as they attend annual A.G.A. Gas Supply, Transmission and Storage Conference in Pittsburgh*

add another 180.4 billion cubic feet of capacity to underground storage facilities in the U. S.

This growth in underground storage operations has meant a large capital investment. The committee estimates that total capital investment in underground storage operations in 1954 was $343 million. This includes estimated value of cushion gas as well as investment in plant for underground storage. It is estimated that an additional $64 million will be invested in underground storage facilities in the next three years as a part of the $2.7 billion the gas industry expects to spend in new construction in that period.

Pennsylvania continues to lead the 17 states in underground storage operations with about 266 billion cubic feet stored in 1954. Ohio is second with a maximum of 191 billion cubic feet underground and West Virginia ranks third with maximum gas in storage in 1954 totaling 161 billion cubic feet.

The range of topics discussed during the conference is indicated by the fare offered at the first general session, presided over by George W. McKinley, Hope Natural Gas Co., and chairman of the Transmission Committee. Underground storage, pipeline maintenance, gas conditioning and new compressors were among the subjects discussed.

The need for increased accuracy in gas measurement as it relates to underground storage was emphasized by Raymond W. Todd, Pacific Lighting Gas Supply Company. Basing his talk on experiences encountered at the La Goleta underground storage field north of Santa Barbara, Calif., Mr. Todd described the design and operation of measuring equipment used there.

The use of new materials and equipment has overcome or alleviated many standard problems of metering, Mr. Todd said, and accuracy has been increased by more precise construction of meter tubes. The success of the program described by Mr. Todd is indicated by the La Goleta field's performance record. He said that in 14 years of operation, a total of 220,028,852 Mcf has been injected and withdrawn with a loss of 580,192 Mcf, or 0.26 percent.

The success and increasing frequency of formation fracture operations in Ohio were reported on by C. J. Hauck, The Ohio Fuel Gas Company. Mr. Hauck described the hydraulic fracture process, first used in Ohio in 1951, and outlined its operation and the basic factors for its proper use.

As pipelines grow old in use, they must be cleaned internally. How El Paso Natural Gas Company experimented with detergents to accomplish this task more effectively was described by Clinton McClure of that company. He showed pictures of new pigs developed for use with detergents and outlined the procedures used by his company to clean natural gas pipelines.

Not only must pipelines be cleaned, but the natural gas that enters them must be conditioned in order to make its transmission under high pressure easier. In the past ten years great strides have been made in this conditioning and a report on these developments was made by F. C. Riesenfeld, The Fluor Corporation. His paper, written with A. L. Kohl of the same company, limited its scope to the fields of particulate matter removal, gas purification and dehydration.

Modern developments in gas compressors for the gas industry were reviewed by R. A. Daugherty, Fish Engineering Corp., who was the final speaker at the first general session. He concluded with the statement:

"The battle is on between the gas turbine and the reciprocator. In our opinion, the unit with the best combination of dependability, economy of installation and operation, thermal and mechanical efficiency, and over-all flexibility will win."

The Tuesday morning general session, presided over by C. W. Studt, Union Gas System, Inc., and chairman, Committee on Underground Storage, opened with the report on underground storage statistics, referred to above. H. L. Fruechtenicht, Jr., Michigan Gas Storage Co., presented the report as chairman of the subcommittee that prepared it.

Methods of financing the purchase of gas for underground storage were discussed by A. B. Bowden, Mellon Na-

(Continued on page 54)

Luncheon conferences

● Open and informal discussion is sought at these Operating Section luncheon conferences, which for the most part are "off the record". The brief summaries below are presented through the cooperation of the presiding officers at the various meetings —Editor.

Communications

The first of two communications luncheon conferences was held on Monday afternoon, with Communications Committee Chairman H. A. Rhodes, Transcontinental Gas Pipe Line Co., presiding. During open discussion, it was agreed that the problem of charges for remote communications, a difficulty in some areas, had apparently been solved in the interim since last year's meeting.

T. G. Humphreys, Alabama Gas Corp., outlined the use of telemetering and remote control of gas flow equipment, emphasizing the reduction in customer complaints and gas losses through better pressure control. He noted that utilization of these devices had increased five times faster than had been anticipated.

Mr. Rhodes then spoke on actual operating experiences dealing with common carrier lease and maintenance agreements, pointing out the difficulties in obtaining the integrations of such services in private facilities.

A detailed review was made of the facts influencing the passage of the committee's resolution on the use of private petroleum and/or natural gas frequencies by common carriers for furnishing lease and maintenance contracts to the gas industry.

The second conference, held Tuesday afternoon, started with a talk by D. E. York, United Fuel Gas Co., on personnel training. Mr. York emphasized that careful screening of employees should be made prior to hiring for training. Training should include the physical aspect of the job, he continued, plus a thorough indoctrination to company values, benefits, relations with the public, and employee relations. He believes that it is

(Continued on page 54)

Assay sales future at Eastern Natural

Assembled for brief interval at sales conference are (l. to r.): Duncan C. Menzies, Servel, Inc.; Louis Ruthenburg, Servel, Inc.; and T. H. Evans, Equitable Gas Co., chairman of the conference

Facts, figures, questions, straight answers, and plenty of mental food to digest—that was the program for the more than 250 gas industry sales personnel attending the Eastern Natural Gas Regional Sales Conference held April 18-19 at Pittsburgh under sponsorship of the Residential Gas Section, American Gas Association.

The annual gathering at the William Penn Hotel included talks by leading executives in their particular fields and also featured round-table discussions led by experts on topics such as sales, home service, heating, and base load appliances.

T. H. Evans, vice-president in charge of sales, Equitable Gas Co., Pittsburgh, chaired the two-day session and led off with an optimistic keynote address that stressed the vigor and bright future of the gas industry: "I feel it's great to be part and play part in this dynamic industry, in a dynamic economy . . . and we are still growing."

To this he added, "there is one essential ingredient necessary for the growth and well-being of the gas industry—people who can sell."

Duncan C. Menzies, president of Servel, Inc., spoke on the partnership of the gas industry with the makers of gas appliances. He noted that no brand name is so closely associated with the gas industry as is Servel and went on to explain the advantages and features of the new refrigerators.

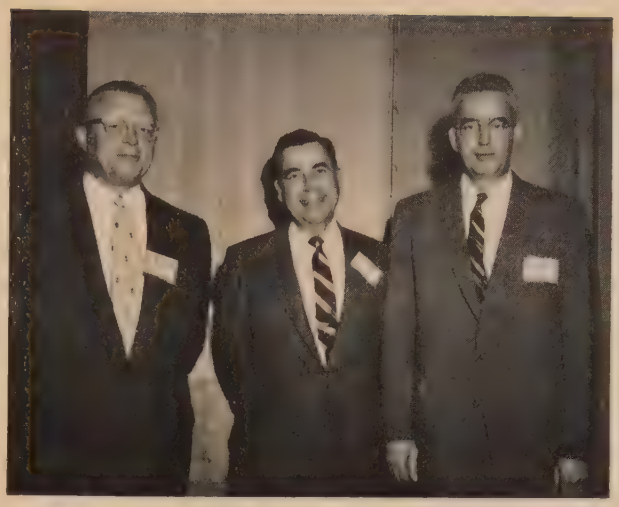
"As far as gas is concerned," he said, "the gas refrigerator is the perfect appliance, using gas 24 hours a day with the peak in summer." In discussing the gas all-year air conditioner, Mr. Menzies predicted that sales in the air conditioning field would be greatly stimulated after the completed field tests and production of the new and less expensive Servel unit.

Other speakers at the morning session included Clifford E. Hall, utility sales manager, The Coleman Co., and Frank Williams, secretary, Residential Gas Section, A. G. A. In taking a look at the future, Mr. Hall told the delegates that the gas industry needs something to pick up the summer gas load, and gas-fired air conditioners could provide part of the answer.

For that reason, he said, his company is spending more than a half million dollars this year for research to perfect a summer air conditioner that will be competitive in original cost, in operating cost, and in maintenance. Mr. Hall said that the end result is in sight, but that at least six or seven additional manufacturers are needed to stimulate the sales of gas-fired air conditioning to the consumer.

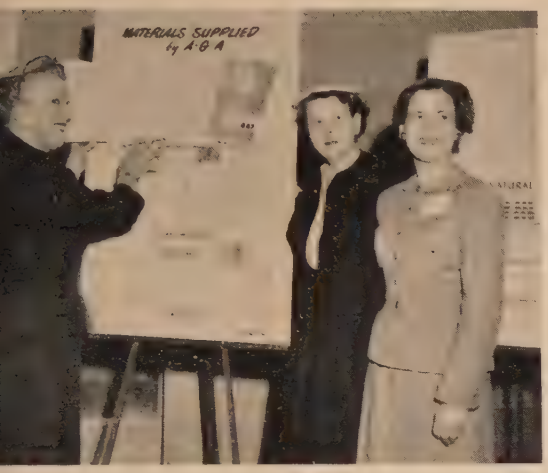
Mr. Williams in his talk pointed out that up to 1,400,000 new homes will be built this year. This, he explained, offers a great market for modern gas appliances. In putting over the program of dealer selling, he suggested a "pattern for profit": Know the stuff; Know the pitch; Keep them happy (with service, help, etc.): Use the user.

S. F. Wikstrom, A. G. A. promotion



Left: Chester S. Stackpole, now managing director of A. G. A., emphasizes importance of contacts in his talk

Right: Ed Westland (l.) spoke on built-ins; E. L. Hall, developments; and R. H. Taylor (r.), automatic top burner control



Left: Flora G. Dowler (l.) and Jeanne Montgomery (r.), home service directors, pose with Jessie McQueen, A.G.A.

Right: Miss Dowler joins Frank M. Trembly, who discussed value of statistical surveys at the final afternoon session

manager, presented the details of the current Mrs. America contest, sponsored by the A. G. A. Over 50,000 housewives entered the contest. This, in itself, Mr. Wikstrom pointed out, is an important public relations feature. In addition, he said, through the wide publicity given the many local contests, the names of gas and gas appliances are placed before the public. In this way, there is a tendency toward more and more acceptance of modern gas appliances.

C. S. Stackpole, at that time general sales manager of the heating and cooling division of Union Asbestos & Rubber and since appointed managing director of A. G. A., gave a block-busting presentation on "Sales Ho!" After the smoke cleared and the talk was over, there was little doubt that Mr. Stackpole had made his point: contacts with everyone, everywhere build and aid sales.

The afternoon round-table discussions were broken up into three groups under the direction of R. W. Ramsdell, vice-president of The East Ohio Gas Co.; Dave C. McDermand, sales promotion manager, Hamilton Manufacturing Co., and Flora G. Dowler, home service supervisor, The Manufacturers Light & Heat Company. Mr. Ramsdell spoke briefly on "Service and Sales" to the largest group attending the round-tables; then he threw the meeting open for a question and answer period. In his "gas clothes dryer" gathering, Mr. McDermand covered advancements, refinements, and problems in gas dryer selling. One of the points made was the differences in natural gas rates encountered from city to city. Miss Dowler's question and answer period concerned itself with "Home Service and the Gas Incinerator".

The second day's meeting got underway with a sobering and thought-provoking talk by J. A. Cerny, director of marketing, Bryant Division, Carrier Corporation. "A healthy gas appliance industry is essential to a healthy gas industry," he said. "But business is not healthy."

According to Mr. Cerny, the gas heating load is being threatened by substandard installations, competition, and complacency. In addition, he pointed out, there is a tendency to reduce prices at the expense of quality. As a parting suggestion for the good of the gas industry, Mr. Cerny recommended the formation of a gas guild which would have as members everyone connected with gas.

G. M. Rohde, a Syracuse, N. Y., distributor of Ruud water heaters, addressed the conference on the necessity of adequately sizing gas water heaters as a sales tool. He foresaw a water heater with a 50 gph recovery rate and a 100 degree rise. With this type of water heater, he said, the entire family will be able to use hot water for their many activities and simultaneously without waiting for water to heat after the supply has been exhausted.

Built-in gas ranges will soon make standard types of ranges obsolete, according to Ed Westland, manager, built-in

sales, Caloric Appliance Corporation. He pointed out the advantages of their flexibility of arrangement, beauty, and functional use. Women love them because they eliminate stooping; they buy with their eyes; and they are the buying power in today's home. Another selling point in favor of the built-ins, Mr. Westland explained, is the fact that they can be purchased with an open end mortgage.

New developments such as automatic controls for the top of the range cooking and hypodermic pilots were explained by Edwin L. Hall, director, A. G. A. Laboratories. R. H. Taylor, president, Florence Stove Co., also went into detail on automatic top burner control. He discussed the latest refinements which even more than ever let the housewive enjoy relaxing cooking.

During the final day's afternoon session, Frank M. Trembly, director of sales, Philadelphia Gas Works Division of U.G.I., presented facts and figures to show the value of surveys in obtaining market knowledge. In addition, he bared statistics and surveys which showed how and why certain sales with competitors were not too successful. His recommendations for a better selling program included the hope that the gas industry "individually adopt wholeheartedly the philosophy of a genuine dealer program, and conscientiously and prayerfully put it into effect."

The final speaker on the program, A. C. Fox, Pittsburgh manager of the Fuller Brush Co., gave a stimulating talk about getting customers "On the Dotted Line".

Discuss heat pump at Mid-West sales meeting

Always well-attended and well-planned, the 28th Annual Regional Gas Sales Conference, jointly sponsored by Mid-West Regional Gas Sales Council and A. G. A. Residential Gas Section, provided a program that drew enthusiastic response from the 450 persons attending.

The three-day meeting held in Chicago, April 25-27, opened with Fred Dopke, Indiana Gas and Water Co., presiding as chairman of the Council. He greeted the delegates and introduced Marvin Chandler, president, Northern Illinois Gas Company. As head of a recently formed straight gas company, Mr. Chandler spoke with conviction and enthusiasm on the future of the gas industry.

A feature of the opening session was a factual report on heat pumps, solar heating and electric heating by an acknowledged impartial authority. Professor Seichi Konzo, University of Illinois, has done much research work on small home building.

From a wealth of material, Professor Konzo reached the conclusion that while the electric heat pump is a definite threat to gas in areas where the cooling part of the cycle is important enough to make the initial cost of installation feasible, in the greater and more important winter heating areas, gas is in a favorable position in regard to initial cost and fuel costs. In this instance, Professor Konzo was referring to areas where supplementary heating through resistance heaters is not necessary.

Solar heating, Professor Konzo said, presents no real threat to gas house heating, at least not for many years. First costs are high and the installation must be made as an integral part of the house design during building.

The problem of storing heat is formidable, Professor Konzo said. Basic design, location, local weather and balanced room temperatures present obstacles to installation that only the wealthiest home builders can be expected to face.

Gas air conditioning was discussed by Louis Ruthenburg, board chairman, and Duncan C. Menzies, president, Servel Inc. Their presentation was primarily concerned with the future of gas refrigeration and was one of a series of talks they have been making before gas utility meetings this Spring.

C. Fred Westin, Public Service Electric and Gas Co., Newark, N. J., told his salesmen audience that the improvements in gas appliances are the best form of industry public relations. He stressed that by placing quality gas appliances in the homes of their customers these salesmen can give impetus to the industry's drive for better public relations.

The Monday session closed with an inspirational address by Edward A. McFaul.

On Tuesday afternoon, the latest improvements in gas range design were put through their paces by a master demonstrator, E. Carl Sorby, Geo. D. Roper Corporation. With the aid of Helen Mandigo, home service director, Gas Service Co., and two of her staff members, Barbara Mack and Mrs. Beverly Swenson, Mr. Sorby put on a gas vs electric cooking demonstration that brought cheers from the gas men present.

Another speaker who earned the undivided attention of his listeners was Frank W. Williams, A. G. A., whose provocative speech was labeled, "Is You Is—Or Is You Ain't—My Baby." He demonstrated how to build sales campaigns around A. G. A. materials.

The importance of women in the sale and promotion of gas appliances was stressed by Edith Ramsay, home equipment editor, *American Home* magazine. The education about kitchens and laundries housewives are receiving from magazines has made them both better customers and more discerning buyers, Miss Ramsay said, and warned that their tastes and desires must be taken into account.

Chief topic at the Wednesday session was gas incineration. E. O. Olsen, incineration division, Bowser, Inc., presented the incoming 1956 Council chairman, Howard D. Valentine, The Peoples Gas Light and Coke Co., with a framed copy of one of a series of articles Mr. Valentine wrote on gas incineration in 1926.

The growth of the gas incineration load since then was graphically set forth by George F. Duggan, The East Ohio Gas Co., who told how his company has made it one of its best assets.

When East Ohio began promoting incinerators in 1950 total dollar volume in sales at the dealer level was $247,000. The gas company realized a gross revenue of $17,784 and spent $22,600 as part of a manufacturer-dealer-utility co-op advertising plan.

In 1954 Mr. Duggan reported, sales volume at the dealer level had reached almost $3,000,000 and East Ohio realized a gross revenue of $212,000. That year the company spent $41,700 as its part of advertising and promotion.

The rapid rise of built-in cooking units was reported on by E. W. Westland, Caloric Appliance Corporation.

Presenting Mrs. America

(Continued from page 5)

tained, and proceeded to Florida in a motorcade of new De Sotos, arranged for by the Savannah Gas Co., gathering publicity and motorcycle escorts as they drove.

The finalists and their husbands were entertained at a welcome reception and dinner on Tuesday evening sponsored by the participating gas appliance manufacturers, at which Wanda Jennings, Mrs. America 1955, was guest of honor. Thursday and Friday evenings they had dinner at the country club and were interviewed individually by emcee Bill Berns over a microphone so the judges could weigh their poise in public. A. G. A. sponsored a Victory Ball on Saturday night following the crowning of the new Mrs. America, which all the contestants and their husbands attended.

While their wives competed in the homemaking trials, the husbands enjoyed a Florida vacation . . . designed to keep them out of their wives' way during the day. There were organized trips to nearby Silver Springs and Marineland, or the men could go to the beach, play golf at the country club, or go fishing.

The judges were all nationally-known figures. The three home economists were Iris Davenport, editor of the woman's department of *Farm and Ranch* magazine; Mary Rokahr, member of the home economics faculty of the University of Connecticut and an authority on motion study; and Isabel McGovern, director of the New York *Herald-Tribune* kitchen. Other judges were Johnny and Penny Olsen, husband and wife radio and TV team; Russell Patterson, artist and illustrator; and Arthur William Brown, the famous illustrator.

Research seeks

(Continued from page 22)

The East Ohio Gas Co., said the industry must do all it can to sell its gas water heaters which use the fuel with nearly unlimited input and provide unlimited performance at lower cost. "We must capitalize on these advantages now," he said.

The paper by Walter F. Hagman, Globe American Corp., which was delivered in his absence by a colleague, John Denton, contended that "the gas range features are better than new electric range features." At the same time, he said, "We must continue to improve the gas range."

H. F. Carr, Baltimore Gas and Electric Co., said that "Oil and electric resistance heating will continue to be our strong competitors." He pointed to a number of technical advances made by this competition and mapped out combat strategy for the gas industry.

The Thursday afternoon session was presided over by A. B. Cameron, president, Ruud Manufacturing Co., and second vice-president, Gas Appliance Manufacturers Association. K. H. Flint, A. O. Smith Corp., delivered a paper on "Research in Secondary Aeration". The paper, co-authored by Mr. Flint and E. J. Weber, senior research engineer, A. G. A. Laboratories, reviewed the progress of research to improve the operation, effectiveness and efficiency of gas burning appliances.

Howard B. Yost, Hope Natural Gas Co., described his company's survey of customers to determine consumer awareness and appreciation of their free service program and the need for service adjustments to gas appliances in consumers' homes. Mr. Yost said those who received the service calls were well pleased. He said that the number of appliances that needed simple adjustments was high. Mr. Yost contended that more manufacturers should provide pre-adjusted gas appliances.

T. E. Hampel, research engineer, A. G. A. Laboratories, reported on the progress of venting research. He went into the technical details of the projects to provide an interesting engineering picture of developments to date. He said future research will be made on vent system priming, vent component flow resistance, multiple venting and pressure pack and vent terminal operation.

An excellent technical paper was delivered on the subject of "Critical Survey of Combustion Fundamentals" by E. F. Searight, Institute of Gas Technology.

Gas launderama

(Continued from page 11)

current issue of *Home Economics News*.

Advertising for the Launderama was placed in two local newspapers immediately preceding and during the show's run. A number of distributors and appliance manufacturers tied in with their own ads.

In addition, 1,500 window stickers were placed in buses operating in the areas and posters were placed in all Public Service display windows throughout the territory. Another 200 posters were placed in super markets.

The Launderama promotion was under the direction of J. P. Leinroth, sales manager gas, and C. A. Stevens, sales manager electric, and was planned and operated by a special committee headed by F. C. Pesveye, sales promotion manager.

The success of the show is indicated by the attendance of 18,300 persons, nearly double the estimated attendance of 10,000.

Not only was the Launderama a success from the standpoint of numbers, but also in the interest shown by the visitors. While there was the usual number of "lookers" and people who came in merely to participate in the prize awards and giveaways, the crowds as a whole indicated a high degree of interest in the equipment.

Interest in the booths was high. Several firms which had made no prior staffing arrangements assigned employees to man the booths when the large attendance and interest became apparent. The amount of literature handed out, the number of prospects obtained and the types of questions asked were extremely encouraging to the show's participants.

It was the opinion of Public Service staffers that the Launderama made many people aware of the need for modern laundries, automatic appliances and adequate hot water. This they feel will lead to both increased load and greater appreciation of the utility's service.

Natural gas Change-over spurs PR conference

PUBLIC ASPECTS of preparing for the advent of natural gas will be stressed at a Pacific Coast Public Relations Conference at the Benjamin Franklin Hotel, Seattle, June 20-21. Four national associations and the Pacific Coast Gas Association are sponsoring the conference. B. T. Poor, vice-president and general manager, Washington Gas & Electric Co., will act as chairman for the two-day session.

While local problems will be emphasized, national associations also will tell how national public information programs work for gas companies.

Speakers on this phase of the program will be: Remick McDowell, chairman, A. G. A. General Public Information Planning Committee, and vice-president, The Peoples Gas Light & Coke Co.; H. Leigh Whitelaw, managing director, Gas Appliance Manufacturers Association; John A. Ferguson, executive director, Independent Natural Gas Association of America; and Robert E. Borden, secretary, National Council for LP-Gas Promotion.

Speaking on the theme of the conference, Mr. Poor stated: "Preparatory to the coming of natural gas to the Pacific Northwest next summer, topics of discussion will be concerned with public relations problems in change-over to natural gas, and promotion of the fuel in competition with established sources of energy." He noted that all Northwest distributing companies will send delegates to the conference. Speakers on the program have been drawn from the industry in other parts of the country where natural gas has been introduced.

S. V. O'Lenic, president, Chattanooga Gas Co., will speak on "Meeting Our Competition"; T. T. Arden, executive vice-president, Robertshaw-Fulton Controls Co., and GAMA president, will discuss load-building.

Robert M. Brigham, assistant vice-president, Springfield Gas Co., will relate his firm's experiences in preparing for the advent of natural gas; C. C. Westmoreland, supervising engineer, Southern California Gas Co., will tell why "Natural Gas Is Safe".

W. L. Shoemaker, vice-president, Northern Natural Gas Co., will discuss contributions of natural gas to area development; Claude S. Hazel, assistant manager, customer service department, Philadelphia Gas Works, will give tips on maintaining good public relations through servicing of heating equipment.

Eugene F. Martin, vice-president, Carl Byoir & Associates, Inc., Vincent R. Fowler, vice-president, Bozell & Jacobs, Inc., and W. M. Jacobs, vice-president and general manager, Southern California Gas Co., will participate in a panel discussion of natural gas promotion. This panel will be moderated by R. G. Barnett, vice-president, Portland Gas and Coke Company.

A second panel on natural gas change-over, moderated by Nathan H. Gellert, vice-president, Seattle Gas Co., will follow. Speakers will be Messrs. Hazel, Shoemaker, Westmoreland, and Brigham.

"What Natural Gas Means to the Pacific Northwest" will be discussed by W. C. Mainwaring, vice-president and assistant to the president, British Columbia Electric Company.

First view shows few A-bomb damages to gas piping

PENDING completion of a detailed evaluation of the effects of the A-bomb test "Operation Cue", a preliminary report has been made by Guy Corfield, acting as chief project officer for the American Gas Association committee in charge of gas industry participation in the tests.

Funds for the construction of a gas system at Yucca Flat, Nevada, were made available through A. G. A., and manufacturers contributed appliances, piping, and accessories.

Mr. Corfield found that preliminary evaluation showed underground piping, valve pits, and regulator vaults at 1,470 feet and 4,700 feet apparently undamaged, except that aboveground four-inch ventilating pipes of regulator vault at 1,470 feet were sheared off at ground level. Piping was at three-foot depth; valve pits and vaults had cast-iron covers at ground level. These covers were slightly displaced but intact at 1,470 feet, and unmoved at 4,700 feet.

Service piping to houses at 4,700 feet and 10,500 feet, and house meters and regulators outside the east wall of the one-story precast slab houses apparently were undamaged. House piping in these houses also remained undamaged. Appliances in the slab houses at 4,700 feet (range, water heater, and room heater) were slightly damaged but usable—the refrigerator door and top were badly dented.

Appliances on the first floor of a brick-faced frame two-story house at 4,700 feet (refrigerator and range) were badly damaged and apparently unusable, while basement appliances (water heater and clothes dryer) were not damaged. The gas regulator and meter attached to the basement wall were torn apart at piping connections, and lying on the floor, but are probably usable if re-piped. The house piping in the basement was torn loose from the ceiling near the west wall.

At 10,500 feet, in a one-story slab precast house, the refrigerator, range, water heater, and room heater were apparently undamaged and immediately usable. Evidently all that happened is that pilot lights were extinguished.

Oklahoma gas measurement course draws high enrollment

APPROXIMATELY 900 persons from the gas industry assembled for the general session which opened the 30th Annual Southwestern Gas Measurement short course at the University of Oklahoma. Dr. G. L. Cross, university president, welcomed those in attendance to this course, and Mr. James E. Allison, president of Warren Petroleum Corp., Tulsa, gave an inspirational address.

General committee Chairman K. R. Tibbets, Warren Petroleum Corp., next introduced W. H. Carson, dean of the engineering college, who spoke on the aims and operations of the course. Later, Roland O. Cox of Lone Star Gas Co., Dallas, chairman of the program subcommittee, spoke on the program.

For three days, those enrolled spent their time in classroom sessions. There were seven classes on gas measurement and regulation, taught concurrently during each hourly period.

October 'Time' magazine will feature gas industry section

a PAR activity

A SPECIAL MULTI-PAGE gas industry section is now being scheduled for the October 10th issue of *Time* magazine to carry the messages of gas industry leaders into the homes of the more than 1,900,000 readers of the publication.

More than 90 utility companies combined their efforts with manufacturers to make *Time's* gas section of June 28, 1954 an outstanding success. This year, again, manufacturers of industrial, commercial and residential equipment will advertise in the section, with service companies and others who have a stake in the gas industry participating.

Those connected in any way with the gas industry will have the opportunity to add effectiveness to the program by distributing reprints of the section. Reprints will be available on or shortly before publication date, and will also be distributed at the annual American Gas Association convention, October 17-19.

Elect Collins president at SGA New Orleans convention

J. H. COLLINS, SR., general superintendent, gas department, New Orleans Public Service, Inc., was elected president of the Southern Gas Association, at the group's 47th annual convention, May 16-18, in New Orleans. He succeeds C. I. Wall, Pioneer Natural Gas Co., Lubbock, Texas.

Other newly-elected officers are: R. A. Puryear, Jr., Alabama Gas Corp., first vice-president; Curtis M. Smith, Tennessee Gas Transmission Co., second vice-president; E. R. Cunningham, Texas Eastern Transmission Corp., advisory council chairman; A. H. Weyland, Arkansas Louisiana Gas Co., advisory council vice-chairman; William G. Wiegel, Lone Star Gas Co., treasurer; Deal E. Frieden, Zenith Gas System, Inc., secretary; and Kyle H. Turner, Atlanta Gas Light Co., assistant secretary.

Approximately 2,000 registrants attended the annual convention, which was held at New Orleans' Jung and Roosevelt Hotels. Special guest was Mrs. Ramona Deitemeyer, Mrs. America of 1956, who made her first public appearance at a dinner in her honor during the convention.

A key speaker was F. M. Banks, president, American Gas Association, and president, Southern California Gas Company. Speaking on "Breaking through the Sales Barrier", Mr. Banks offered a four-point program for the industry, as follows: 1, Intensify research and promotion efforts under the A. G. A. PAR Plan; 2, Expand application of the Action Program for gas industry development—inaugurate more demonstration city programs; 3, Acquaint the public more fully with the modernity and safety of gas service and gas appliances; and 4, Increase harmonious relations among members of the gas industry—distributors, pipeline companies, and producers.

T. T. Arden, president, Gas Appliance Manufacturers Association, told utility men that the United States success formula is a Siamese twin of sales and promotion, and only through these means can the multi-billion-dollar industry maintain and expand its present stature.

Mr. Arden maintained that once the gas industry learns to work as an advertising and promotional team, it will face the brightest future in its history. He urged the association to oppose further government encroachment through price regulation, stating that these controls jeopardize continued increases in production.

Elected to office of SGA Convention are (standing, l. to r.): D. E. Frieden, Zenith Gas System, secretary; W. G. Wiegel, Lone Star Gas Co., treasurer; C. M. Smith, Tennessee Gas Transmission Co., second vice-president; and E. R. Cunningham, Texas Eastern Transmission Corp., advisory council chairman. First Vice-President R. A. Puryear, Jr., Alabama Gas Corp. (l.), and president J. H. Collins, Sr., New Orleans Public Service, are seated. Five new directors have also been elected by the association

Convention highlights were a symposium, and three panel discussions. The symposium, "Reduction of Unaccounted-For Gas in Distribution Systems", was delivered at the Monday afternoon distribution session. The following panel discussions were held on Tuesday afternoon: distribution, "Experience with Use of Plastic Pipe", moderated by A. D. Simpson, Jr., United Gas Corp.; general sales, "Built-in Units", moderated by Charles R. Bowen, American Gas Association; transmission, "Natural Gas Transmission", moderated by Thomas S. Bacon, Lone Star Gas Company.

C. I. Wall, retiring president of SGA, said in his address that the future of the natural gas industry rests on "middle management", and stressed the importance of informed personnel. SGA Managing Director R. R. Suttle emphasized industry cooperation.

Speaking on "More Miles per Dollar", H. Vinton Potter, coordinator of A. G. A. promotion and advertising, gave convincing evidence of the dividends paid by support of the PAR promotional program.

Other noted speakers were A. D. Harrison, assistant vice-president, The Brooklyn Union Gas Co., who asked "Is Oil Gas Competitive with Natural Gas?" and Sheldon Coleman, The Coleman Co., who spoke on the progress of gas air conditioning. Mr. Coleman stated that a new system of gas air conditioning will be on the market in limited quantities next year, and in sharply increased production in 1957. [See article on page 16.—Ed.]

Southern Gas Association members have decided to hold next year's convention at Dallas, Texas, April 23-25, 1956.

Ruud transfers headquarters to Kalamazoo, Michigan

TRANSFER from Pittsburgh to Kalamazoo, Mich., of all departments forming the general offices in the United States of Ruud Manufacturing Company will be completed by July 1. The company has gradually moved headquarters personnel to its new office building adjoining its water heater manufacturing plant in Michigan.

Remaining at former company headquarters at 2934 Smallman St., Pittsburgh, will be the Tri-State district sales office, with its sales, service and warehouse staffs.

IGU Council will discuss stamping specification clauses

AT THE April meeting of the Council of the International Gas Union, in Stockholm, the group decided to publish the report of the international committee for the harmonization of essential clauses in the specifications for stamping of gas appliances.

The report, to be discussed at the next Council meeting on September 26, in New York, will include a short statement submitted by British delegates, on the present position in regard to new British standards for domestic gas appliances.

The Council also considered the work done by the international committee for the development of gas utilization, and the dictionary panel. It was agreed to set up a small explorative committee on the terminology of gas industry statistics.

Explanation of the consultative status which has been granted to the group by the United Nations was given, and international exchange of young gas engineers was discussed.

Attending delegates represented Austria, Belgium, Denmark, France, Germany, Great Britain, Italy, Netherland, Norway, Saar, Sweden, and the United States. Business sessions were presided over by R. W. Hendee of Colorado Springs, president of International Gas Union, and past-president of A. G. A.

Plan for 2,500 delegates at annual A.G.A. Convention

Engrossed in outlining plans for 1955 A. G. A.-PCGA Convention to subcommittee chairmen are (seated, l. to r.): Kurwin Boyes, A. G. A.; R. R. Blackburn, committee chairman; F. M. Banks, A. G. A. president

WITH FIVE months to go, advance reservations for the 1955 A. G. A.—PCGA Convention at Los Angeles have passed the 1,800 mark, all topping previous estimates.

This was one of the highlights reported at a planning meeting of subcommittee chairmen May 10 at the Southern California Gas Co., the host firm for this year's October 17-19 convention.

Housing, entertainment and transportation arrangements now are geared to a total registration of 2,500 delegates and 1,000 wives, and large blocks of rooms in the city's leading hotels have been reserved.

"However, our plans will be kept flexible and they will be expanded should this early rush continue," announced R. R. Blackburn, vice-president of the Southern California Gas Co., and chairman of the general convention committee.

At the Los Angeles meeting, subcommittee chairmen reported their progress on various details assigned to them. Subcommittee assignments have been geared to an action timetable through which close liaison will be maintained with the General Convention Committee and Association headquarters in New York.

The Statler, Ambassador and Biltmore hotels will serve as focal points for the 1955 conclave and all General Sessions and Sectional meetings are scheduled at one of the three.

The Transportation Committee plans an ample bus service to minimize commuting difficulties of delegates attending sessions at a hotel other than that in which they are staying. Facilities will be provided to assist delegates in locating friends and business associates.

As chairman of the General Convention Committee, Mr. Blackburn is in charge of all arrangements. Assisting him are Kurwin Boyes as convention manager, representing American Gas Association, and J. E. Kern as associate convention manager, representing Pacific Coast Gas Association.

Working under the General Committee are the following subcommittee chairmen: Housing, R. F. Ogborn, manager of customer service, Southern California Gas; Registration, G. S. Coates, manager of customers department, Southern Counties Gas; Entertainment, F. N. Seitz, manager of sales, Southern Counties Gas; Properties, W. A. Wilson, general staff supervisor, appliance and dealer promotion, Southern California Gas Company.

Also, Local Transportation, C. A. Renz, manager of special services, Southern California Gas Co.; Convention Publicity, J. T. Van Rensselaer, manager of news and publications, Southern California Gas Co., and Hospitality, F. A. McCanlies, assistant director of public relations, Southern California Gas Company.

Magazine offers awards for wise kitchen planning

AN AWARENESS of the basic principles of kitchen planning is becoming an essential sales tool to modern home appliance dealers. In recognition of this, *Woman's Home Companion* is sponsoring awards for proficiency in planning and remodeling of home kitchens. The magazine has presented similar awards to home builders for the past two years.

The editors of the publication feel that tangible recognition given to dealers who perform outstanding services in this direction will encourage wise kitchen planning, and direct consumers to dealers with proven ability. It is their belief that good kitchen planning increases a woman's satisfaction with the equipment she has bought, and provides a lasting demonstration of the quality of the dealer's service.

Any National Appliance and Radio-TV Dealer Association member is eligible to submit an entry. Entries must include a copy of the kitchen plans, a short description, and a completed entry blank.

Entry blanks are available from Miss Bernice Strawn, Home Equipment Editor, *Woman's Home Companion,* 640 Fifth Avenue, New York, New York.

A.G.A. announces new publications during May, 1955

LISTED BELOW are publications released during May, and up to closing time of this issue of the MONTHLY. Information in parentheses indicates the audiences for which each publication is aimed.

ACCOUNTING

• **Present Practices in Reporting Labor Costs to Management** (for accountants) By R. C. Kip and L. E. Ditchburn. Obtainable from A. G. A. Headquarters, free of charge.

• **Survey of Amount of Checking of Clerical Operations Considered Necessary to Assure Adequate Accounting Accuracy** (for accountants) By E. A. Larson and A. L. Adams. Obtainable from A. G. A. Headquarters, free of charge.

PAR

• **PAR Briefs—March and April 1955** (for executives of gas companies) Sponsored by the PAR Committee, and available from A. G. A. Headquarters, free.

RESEARCH

• **Thermodynamic Properties of Methane-Nitrogen Mixtures—Institute of Gas Technology Research Bulletin 21** (for companies processing natural gas) By O. T. Bloomer, B. E. Eakin, R. T. Ellington, and D. C. Gami. Available from A. G. A. Headquarters, N. Y., or Institute of Gas Technology, Chicago. Price is $3.50.

• **Gas Measurement Committee Report No. 3** (for gas companies) Available at $2.50 from Order Department, A. G. A. Headquarters, N. Y.

SAFETY

• **How Injuries to Gas Men Might Be Avoided** (for safety men in gas industry) Sponsored by Accident Prevention Committee. Obtainable from A. G. A. Headquarters for 10 cents.

STATISTICS

• **Monthly Bulletin of Utility Gas Sales—March 1955** (for gas companies, financial institutes) Sponsored by Bureau of Statistics, and available from Bureau of Statistics, A. G. A., without charge.

Award scholarship

PROFICIENCY in home economics was given recognition on May 12, when Charles M. Sturkey, executive vice-president and general manager of Seattle Gas Co., awarded the company's first annual home economics scholarship to Nancy Lang, 19, graduating senior of West Seattle high school.

The annual award, to be known as the June Holladay scholarship in honor of the firm's home service director, provides a cash grant on a three-year annual award basis, and is the first to be offered in the field by a business firm to graduates of Seattle high schools.

Miss Lang was chosen by a panel of professional home economists in city-wide competition with outstanding senior home economics students.

The scholarship is available to Miss Lang for majoring in home economics at any Northwest college or university. Winners of the annual grant will also have the option of earning money toward their fourth year by working in the home service department of Seattle Gas Company during the summer between the third and fourth years.

"Home economics is a field of study which has not received its proper attention by business firms in the granting of scholarships", Mr. Sturkey said, "despite a growing need for professional home economists in the home service departments of utilities, in journalism, television, governmental work and many other areas."

Fish fry publicizes gas, aids charity

GAS COOKING held the limelight in Pittsburgh last month, as 21 local civic and industrial leaders donned cook's aprons to vie for honors at a fish fry benefit for the March of Dimes. The contest was sponsored by Equitable Gas Co., Pittsburgh, and A & P food stores, and was widely publicized in newspapers, on radio, and television.

Among the notables who submitted recipes and were selected as contestants were a railroad vice-president, bank officials, a university athletic director, a county judge, newspaper editors, and the superintendent of Pittsburgh public schools. Eighty invited guests attended to watch the cooks in action, and to taste the finished products. Each guest donated $10 or more to the polio fund.

The contest made use of modern gas ranges, and was held at the home service center of Equitable Gas Company.

T. H. Evans, the firm's vice-president in charge of sales, was instrumental in the organization of the affair. In view of the successful results, he suggests that the entire gas industry cooperate in sponsoring a gigantic fish fry benefit on a local level, next year.

T. H. Evans, sales vice-president of Equitable Gas Co., presents Col. E. H. Gallup, chairman Allegheny County National Foundation of Infantile Paralysis, with proceeds of benefit fish fry contest

Corrosion engineers to confer

A PANEL conference on underground structure corrosion will be held at Hotel Niagara Falls, N. Y., November 1-3. The conference will be the 1955 fall meeting of Northeast region, National Association of Corrosion Engineers. Niagara Frontier section NACE will be host to the regional meeting, which is expected to include sessions of some of the association's technical committees.

American-Standard plans New Freedom Gas Kitchen display

A NEW FREEDOM Gas Kitchen and Laundry, designed by *American Home*, will receive prominent display and advertising in the next few months by American-Standard Kitchens. The firm will show these beautiful kitchens at: the San Francisco-Oakland Home Show, October 1-9; American Gas Association-Pacific Coast Gas Association convention, Los Angeles, October 17-19; and National Association of Home Builders convention, Chicago, January, 1956.

Two-page full-color advertisements featuring this new kitchen will appear in such leading magazines as *Life, Saturday Evening Post,* and *Better Homes & Gardens.*

Gas heats world's largest frying pan for super scramble

RECIPE: Take 4,000 eggs, 80 gallons of milk, four pounds of salt, and a half-pound of pepper. Mix well. Scramble with hoes in world's largest frying pan for 48 minutes. Provides 4,000 free servings.

This mammoth scramble actually took place recently as part of the opening-day festivities of the Western New York Poultry Association in The Edgerton Park Exhibition Hall, Rochester, New York. The affair was under the direction of Irene Muntz, Rochester Gas & Electric Corporation home service director.

The frying pan, 15 feet in diameter, was constructed of welded steel in four sections. It was placed on a gas burner engineered and constructed by the gas service department of the Rochester Gas & Electric Corporation.

The burner consisted of two semicircular manifolds conforming with the outer edge of the pan. Attached to this were 38 pipe burners, and venturies spaced equidistantly off the manifold, forming a radial pattern. The burners extended only about 30 inches inward, so that the center section of the pan could be used as "keep warm".

Crowds assemble at Edgerton Park Exhibition Hall, Rochester, N. Y., to watch eight chefs pour egg batter containing 80 gallons of eggs into giant frying pan. Audience liked results, returned for seconds

California utilities increase gas purchase from El Paso

SUBSTANTIAL new supplies of out-of-state natural gas to serve growing demands in California have been arranged for by the Pacific Gas and Electric Co., Southern Counties Gas Co., and Southern California Gas Co., pending approval of the Federal Power Commission and the California Public Utilities Commission.

The firms announced that they have reached agreements with the El Paso Natural Gas Company of Texas for purchase of an additional 450 million cubic feet of gas daily. The new agreements add 250 million cubic feet to contracts for 200 million signed last summer.

The gas will come from the San Juan Basin in northwestern New Mexico and neighboring states. Deliveries of the new supply will begin late next year and will be increased annually until the full 450 million daily is reached on January 1, 1959.

To bring the new gas to California, El Paso proposes to parallel its present transmission line from the San Juan Basin, and the California companies will build additional transmission facilities to their distribution centers. Pacific Gas and Electric plans further paralleling of its Super Inch line and additional compressor installations to accommodate the increased deliveries.

IGT publishes data on separation of nitrogen from methane

DATA REQUIRED for computing the energy requirements of processes to separate nitrogen from natural gas by liquefaction and distillation are presented in IGT Research Bulletin No. 21, "Thermodynamic Properties of Methane-Nitrogen Mixtures", by O. T. Bloomer, B. E. Eakin, R. T. Ellington and D. C. Gami.

The work is one of a series published by the Institute of Gas Technology presenting data obtained in its continuing study of the thermodynamic and physical-chemical properties of natural gas components and mixtures. This study is sponsored by the Pipeline Research committee under the PAR Plan of the American Gas Association.

Use of these data for calculation of the conditions and heat requirements for selected separation cycles employing distillation is illustrated. Comparative energy requirements, based on attainable compressor and expansion turbine efficiencies, for five cycles with varied operating conditions, are tabulated in the publication.

Included among the numerous illustrations are Mollier charts for nitrogen and methane, and a temperature-entropy chart for methane. Each of these charts has also been issued full-scale, on 22 x 34-inch sheets, and can be purchased separately from the Bulletin.

Manufacturers announce new products and promotions

PRODUCTS

● A custom-styled stainless steel gas range especially designed for large families or groups is the Series 2000 "Gourmet" range, developed by Magic Chef, Inc. Features of the range are two ovens, a large griddle, radiant broiler grid, six top burners. Fluorescent lighting, two timers, oven regulator, automatic oven lighting, are available in the "Gourmet" group.

● The Lochinvar automatic gas fired incinerator, Model No. R-1554 features a cast-iron loading door finished in heat-resistant aluminum, and a cast-iron top. The manufacturer, Michigan Tank and Heater Corp., Dearborn, claims that the incinerator is approved for use with natural, manufactured, mixed, and liquefied petroleum gases.

● Seven redesigned and restyled gas circulators are in the 1955 line of vented space heaters announced by Coleman Company. Available in visible and non-visible flame models, all units are insulated with foil-faced glass fiber. Input ratings of visible flame models are 30,000, 40,000, 55,000 and 70,000 Btu.

● Selas Corporation of America announces a packaged automatic brazing machine with equipment rigidly mounted on an integral structural steel frame. Equipment includes a Selas combustion controller, adjustable burners, dial-type work table, automatic timers, pneumatic indexing equipment, and electric motors.

● The new Skullgard plastic safety helmet introduced by Mine Safety Appliances Co., Pittsburgh, incorporates special reinforcements at the front, top, and back of the hat. The helmet is high-pressure molded in one piece from hard, smooth, laminated plastic.

● A commercial gas clothes dryer with high-capacity blower is announced by Caloric Appliance Corporation. The dryer, which works on the "lo-heet hi-breeze" principle, has an accumulator coin meter with vault-type money box.

● A new Moncrief unit heater manufactured by Henry Furnace Co., Medina, Ohio, is comprised of twin 115,000 Btu heating units, encased in one compact cabinet. Quick ignition is provided, and flash-backs are prevented by new stainless steel connecting strips.

● Samuel Stamping & Enameling Co., Chattanooga, Tenn., introduces a new line of recessed gas surface units and oven. The Suburban built-ins fit any standard or custom-built cabinets, come in attractive colors to blend with all types of settings.

● A protective inner coating of porcelain enamel in the steel tank is the special feature of Ruud Manufacturing Company's new line of automatic storage gas water heaters, "Enameline". Each heater is equipped with a magnesium anode, finger-tip temperature dial, controlled-flow gas burner, snap-action thermostat, automatic pilot controlling main and pilot burners.

● Thermostatic control of gas room and wall heaters is provided in Minneapolis-Honeywell Regulator Company's new "Adatrol" valve and pilot regulator package. Models may be purchased with thermostats factory-installed, or the unit can be supplied with a thermostat kit. The package control is also available with two other features: a minimum rate high-low bypass assembly, and a spring-loaded pilot filter.

● A new, space-saving, gas-fired horizontal winter air conditioner has been placed on the market by A. O. Smith Permaglass Division. Ranging in sizes from 60,000 to 140,000 Btu input, it has a ceramic coated heat exchanger to resist rust and corrosion. There is a variable speed blower, and dual flow outlets allow flexibility of installation.

PROMOTIONS

● A self-mailer published by Ruud Manufacturing Company is now available to utilities and dealers to acquaint consumers with the new Ruud Alcoa Alloy standard gas water heaters. The two-color folder presents an easy-to-read description of the heater's features, and contains space for addressing and postal mark on the front, and an imprint on the back cover.

● The values of 180 degree sanitizing rinse water and the place of the public health official in the restaurant business are the themes of the newest Burkay commercial water heater film just completed by the Permaglas Division. Fifteen prints of the 15-minute sound-color film, "A Clean Start", are available for free use by commercial organizations, and can be obtained from the A. O. Smith Corporation.

The Burkay Slide Rule provides easy determination of the size Burkay heating unit needed, and is available free of charge from A. O. Smith Corporation. The rule has two operating faces, one for apartment sizing, and another for restaurants. By feeding in primary data on the number of apartments and the number of rooms in each, the user can determine the size and number of Burkay heaters that will fulfill the job. When set at the number of hours of dishwashing, and the number of people served at the meal, the opposite face of the rule indicates the water heater and tank size needed for restaurant operation. Bulletin CH-122, produced by the same firm, describes the improvements in the Burkay commercial water heater Model 601A.

Annual reports accent construction, property improvement

Increased construction and property improvement are common denominators in the latest annual reports of the gas industry. Plans and preparations made in 1953 were transformed into tangible assets during 1954. The following is a summary of the most recent reports published by members of the industry.

• **Arkansas Western Gas Co.,** Fayetteville, reports an increase in both operating revenue and operating expenditures, with taxes other than on income reaching a new peak of $152,658. Capital additions amounted to $541,364, additions to production and distribution facilities in excess of $411,000. Several transmission lines were constructed, the most important being a six-inch loop line to Siloam Springs at a cost of $31,500.

• **Cascade Natural Gas Corporation** has acquired two systems and one franchise in the past year, and has applied for franchises in seven additional cities. Gross income for the company was $695,501, and operating and maintenance expenses, $770,019. Preliminary engineering for an $11,000,000 expansion program will soon be completed. Largest extraordinary expenditures were: $47,791 for rehabilitation of underground mains; $10,700 in bad debts evolving from integration of 1953, written off; and $5,000 for meter repairs.

• **Colorado Interstate Gas Company** reports a 9.5 percent increase in gas sales volume over the previous year, and a net income of $4,101,812. After provision for preferred stock dividends, net income was $3,889,451, or $2.27 per share. A new line increased the firm's transmission system capacity 60,000 Mcf daily to 572,000 Mcf.

• **Electric Bond and Share Co., N.Y.,** discloses that it has disposed of all its domestic electric utility stocks. Also, within the next month its holdings of United Gas Corporation common stock are expected to be reduced to less than five percent of the outstanding stock and the firm will make application within that period to the Securities and Exchange Commission for final exemption from the Holding Company Act. Net assets applicable to the firm's common stock amounted to $169,234,000, or $32.23 per share. The company's program of reinvestment of funds derived from disposition of domestic public utility investments required by the Holding Company Act is well under way. More than $30,000,000 of such funds were invested or earmarked on March 31, the firm reports.

• **New England Electric System's** total revenues in 1954 amounted to $121,844,074, 11 percent of which was derived from gas sales. Sales of gas appliances and heating installations totalled $1,800,000. Gas revenues from domestic users were eight percent higher than the previous year.

• **Seattle Gas Company** earnings during 1954 were the highest in the company's history. Operating revenues were $6,424,731, a 5.3 percent increase over 1953; this improvement was partially due to the firm's high by-product sales volume. Net income of $428,323 was also an all-time high. The firm spent $403,300 on property additions and started an $8,000,000 construction program at the beginning of 1955.

• **Southern California Gas Co.,** Los Angeles, showed a gain in gross operating revenues, with a lesser gain in net income. Revenues from all sources rose to $132,544,000, net income to $12,141,000. The firm has 1,435,000 customers. Gas purchased for resale, the largest single expense, was $6,000,000 over 1953. Taxes stood at $21,200,000, or approximately $15 per customer served. Capital expenditures for additions and betterments to the operating plant properties amounted to $29,315,000.

McKeldin optimistic in speech to Maryland association

GOVERNOR Theodore R. McKeldin predicted a bright future for the public utility business in an address delivered recently at the annual dinner meeting of the Maryland Utilities Association, Baltimore.

"The magnificent growth which America is enjoying today places a great challenge and a great opportunity before our public utility companies", Governor McKeldin stated. "It also imposes upon them a great responsibility. Judging from the experience of the past", the governor commented, "the utilities will meet the challenge, welcome the opportunity and accept the responsibility".

George M. Nelson, president of the Eastern Shore Public Service Company, Salisbury, Md., was elected president of the MUA for the 1955-56 fiscal year. C. Oscar Berry, general counsel of the Washington Gas Light Co., Washington, D. C., was named first vice-president and Robert W. Wilson, vice-president, Potomac Electric Power Co., Washington, was made second vice-president succeeding Mr. Berry.

Austin E. Penn and Robert L. Smith were re-elected treasurer and secretary respectively.

One new director was elected by the association members. He is Dale W. Barratt, president of the Baltimore Transit Company, Baltimore. All other directors were re-elected.

National Orange Show Bake-Off attracts large audience

THE National Orange Show Bake-Off in San Bernardino, Calif., attracted a crowd of 7,000 including numerous newspaper and television reporters. Eighty contestants vied for prizes in the two-hour lemon pie and orange cake baking contest. Respective winners are Mrs. Ruth Lasky, San Bernardino, Calif., and Mrs. Gertrude Carpenter, Lomita, California.

Called the Gas Oven Derby, this contest was a prelude to the Mrs. America contest, and was sponsored by range manufacturers, Southern California Gas Co., Southern Counties Gas Co., and Sunkist, through the cooperation of the National Orange Show in San Bernardino.

Television personalities Ginny Simms and George Gobel were on hand to congratulate contest winners.

Mrs. Jane Lindsey, regional winner of the Mrs. America contest, and a contestant in the Gas Oven Derby, later went on to the Ambassador Hotel's Cocoanut Grove as a finalist in the Mrs. California contest.

The latter, however, was won by Mrs. Kathleen Girvan, Chino, California.

Mrs. Jane Lindsey (right) carefully sifts flour for her cake entry in the National Orange Show Bake-Off. The versatile Mrs. Lindsey was selected as winner of the San Bernardino-Riverside regional Mrs. America contest, and went on to the Ambassador Hotel in Los Angeles to compete for the title of Mrs. California

A. G. A. introduces TV spot commercials on benefits of gas

a PAR activity

THE AMERICAN GAS ASSOCIATION now offers gas companies a new selling service with the introduction of its first one-minute television commercial, devoted to gas cooking. The commercial is available immediately, and five others, devoted to cooking, water heating, and clothes drying, are now under preparation. All will stress user benefits of gas and automatic gas appliances.

Prepared by the United Products of America, the spot commercials last for 53 seconds, open end, to permit tie-in announcements of where to buy. This can be done briefly to provide a one-minute spot, or at greater length.

These commercials were developed in recognition of the great need to achieve strong representation of gas appliances on television to offset competitive advertisements. It is hoped that their low cost will encourage wider use of television for advertising.

Although comparable commercials cost at least $8,000 each, the plan set up by the PAR program allows Association members a purchase price of $600 for the package of six commercials, or $150 for a single one. Credit for purchase of the first cooking commercial will apply against the package cost.

Plans have been made to produce more commercials, covering all seven residential uses of gas, when this series is completed.

Mrs. America greets public at Garden City all-gas home

TWO chief attractions at the recent opening of Garden City, Pa., Pittsburgh's "planned city," were Wanda Jennings (Mrs. America of 1955) and the *Better Living* Blue Flame house for the year, especially designed for Mrs. America by Richard Benn. The entire Garden City area, Monroeville County, is serviced by The Peoples Natural Gas Company.

Mrs. Jennings attended a press conference, parties, and welcomed visitors to the Blue Flame house, explaining why she considered it to be a dream home. She appeared in Garden City under the sponsorship of Sampson Miller, Inc., builders, with the cooperation of the American Gas Association and *Better Living* magazine.

The model home was fully decorated, and is equipped with all-gas appliances. Every item in the house will be given to Mrs. America of 1956.

Appliances in the home include: Roper automatic gas range; John Wood automatic gas water heater; Whirlpool gas clothes dryer; Servel gas air conditioner and refrigerator.

Highlights of cases before Federal Power Commission

Bureau of Statistics, American Gas Association

Certificate cases

● **Atlantic Seaboard Corporation:** The company has filed an application amending its application of March 14, 1955 requesting FPC authorization to construct 84 miles of 26-inch pipeline and looping at various points in West Virginia, Virginia and Maryland. Atlantic is also proposing to construct an additional 2,000 horsepower at its existing Cleveland Compressor station in Upshur County, W. Va., making a total of 8,600 horsepower at that station. These new facilities are required to meet the peak day requirements during the 1955-56 winter. The estimated cost of the construction program is $9.3 million.

● **Gulf Interstate Gas Company:** The company filed an application with the FPC requesting authorization to construct and operate an experimental compressor station near Stanton, Kentucky. The compressor station will be constructed at the site of what will be its Compressor Station No. 1 and will be operated as a "satellite," being controlled exclusively by personnel at Applicant's Station No. 2, 80 miles distant at Clementsville, Kentucky. The experimental station will be a centrifugal instead of a reciprocal station. Applicant proposes to operate the station on an experimental basis for 15 months to determine the economics and feasibility of the non-attended operation. It is represented that the presently existing operations will not be changed in any manner and that the experimental station will not be used to increase the capacity of Applicant's facilities or the daily or annual volumes of gas to be transported. The estimated total cost of the facilities is $730 thousand.

● **Tennessee Gas Transmission Company:** The FPC has authorized Tennessee Gas to construct a new 30-inch pipeline approximately 370 miles long, extending from a point near Agua Dulce, Texas, along the Gulf Coast to the Kinder, Louisiana, area. Tennessee will build the new line as a substitution for approximately 211 miles of 30-inch main line loops and 21,240 horsepower in compressor capacity previously authorized by the FPC but not yet constructed. The new line will cost an estimated $35.4 million. The proposed facilities will increase the flexibility of Tennessee's operations in the Agua Dulce-Kinder area, and will give the company a pipeline which will traverse a gas-producing area in which it presently has only minor lateral pipelines.

● **Texas Eastern Transmission Corporation:** Presiding Examiner Emery J. Woodall filed a decision, subject to review by the Commission, authorizing Texas Eastern to retire part of its "Little Inch" pipeline system from natural gas service and to construct new facilities to enable it to continue to provide service as presently rendered. Texas Eastern plans to retire about 1,168 miles of pipeline and 5 compressor stations of the original "Little Big Inch" system between Baytown, Texas and Moundsville, West Virginia. The company also would retire part of the installed compressor horsepower at 16 other stations. Texas Eastern plans to convert the "Little Big Inch" line to the transportation of petroleum products. The natural gas now being moved through the "Little Big Inch" system would be transported by means of the new facilities authorized by the Presiding Examiner. The new facilities include about 482 miles of pipeline, 86,900 horsepower in new compressor stations and 36,020 additional horsepower in existing stations. The estimated cost of construction is $71 million.

Presiding Examiner Woodall pointed out that the new facilities are essential in order that Texas Eastern may maintain its existing service. He further declared that the facilities necessary to transport the 200 million cubic feet of gas from Beaumont to Connellsville would achieve more than mere maintenance of existing services; they will afford "a better and more assured service to existing customers," he said. In this connection he noted that construction of the substitute facilities would eliminate the possibility of interruption of the 200 million cubic feet of service on the "Little Inch" system and would lessen the effects of possible interruption of the 308 million cubic feet on the "Big Inch" system by reason of the exercise at any time of the dormant estate of the National Government in the "Big-Little Inch" system. Texas Eastern purchased the lines from the U. S. Government, which retained the right to recapture the property during a national emergency.

● **Texas Gas Transmission Corporation:** The FPC has issued a certificate to Texas Gas Transmission to construct 207 miles of pipeline and 22,600 horsepower in compressor capacity. Part of the new facilities, including about 48 miles of pipeline and 1,500 compressor horsepower, were conditionally authorized by the FPC last October 1st as part of another project proposed by Texas Gas to serve American Louisiana Pipe Line Company. The FPC stated that the 48 miles of line and 1,500 compressor horsepower of these facilities are now required by Texas Gas to render firm peak day service to its existing customers. However, the Commission said, 6,600 horsepower in compressor capacity will not be required as part of the new project if service to American Louisiana is not initiated. The FPC therefore specified that Texas Gas could not construct this 6,600 compressor horsepower until the suppliers from which American Louisiana will purchase natural gas have complied with FPC Order 174-A (prescribing rules to govern independent producers) where applicable. The total cost of construction of the project is $17.5 million. The project will enable Texas Gas to increase firm deliveries to Ohio Fuel Gas Company by 40.4 million

cubic feet of gas per day and to serve its other present customers an additional 51.9 million cubic feet per day.

● **United Gas Pipeline Company:** The company has applied to the FPC for authorization to construct about 63 miles of 12 to 20-inch looping and pipeline and a 330 horsepower automatic type compressor station and appurtenant facilities. Also included in the application was the plan to test the efficiency and adaptability of the Jackson, Mississippi Gas Field for storage. The proposal calls for the drilling of approximately 13 wells, a dehydration plant, and minor adjustments on a 2,000 horsepower unit in United's existing Jackson No. 2 Compressor Station. The purpose of the new facilities is to supply increased requirements of United Gas Corporation's customers in the Jackson district, including an increase in the maximum daily quantity of 50 million cubic feet to be delivered to Southern Natural Gas Co., Kosciusko, Mississippi. Total cost of the proposed facilities is estimated to be $8.3 million.

Rate Cases

● **Natural Gas Pipeline Company of America:** The FPC has affirmed, with modification, a decision filed on January 26 by Presiding Examiner Glen R. Law allowing part of a wholesale gas rate increase proposed by Natural Gas Pipeline Company. The examiner allowed outright approximately $5.9 million (first block rates) of the requested $7.2 million; of the remaining $1.28 million (second block rates) the examiner allowed $540 thousand on an annual basis for the period from January 1 through August 31, 1954, with an increase to $620 thousand per year subsequent to that time. This reduction conforms to a prior decision by the Commission with respect to rates of Texas Illinois Natural Gas Pipeline Company, a supplier of Natural Gas Pipeline. The Commission, in modifying the examiner's decision, reduced to $5.7 million per year the amount of the rate increase for the first block, but made no change in the second block rates as allowed by the examiner. The Commission allowed a 6 percent rate of return, in place of the 6.1 percent approved by the examiner. The rates approved by the Commission affect 17 wholesale gas customers in Illinois, Indiana, Iowa, Kansas, Nebraska and Wisconsin.

● In other rate proceedings, the FPC issued orders making effective, subject to refund, three rate increases by independent natural gas producers, totaling $402 thousand per year, affecting Transcontinental Gas Pipe Line Corporation. These were by Sohio Petroleum Company, $233 thousand; E. J. Hudson, $31 thousand; and Forest Oil Corporation, $138 thousand. Two increases proposed by Phillips Petroleum Company were made effective, subject to refund. One totaling $485 thousand per year affected Panhandle Eastern Pipeline Co., Northern Natural Gas Co., Arkansas-Louisiana Gas Co., El Paso Natural Gas Co., Consolidated Gas Utilities Corp., and Colorado Interstate Gas Company. The other totaling $1 million per year affected Michigan-Wisconsin Pipeline Company.

Pittsburgh students get close-up of gas installations

A GROUP of 42 juniors from Duquesne high school learned recently during a 150-mile bus trip that there is a lot more to the gas business than reading meters.

The students participated in an all-day field trip sponsored by Equitable Gas Co., Pittsburgh, in line with the company's public relations educational program. They obtained first-hand information concerning some of the widespread technical operations involved in supplying natural gas.

First stop was Pratt Storage Pool in Greene County. There students learned the principles and reasons for underground gas storage. They had the opportunity to see a natural gas storage area which at one point stretched for a distance of 4½ miles in one direction and two miles in another.

Near Clarksville, Pa., the youths observed an actual drilling operation. The rotary drilling rig, valued at over $300,000 had drilled down to 1,700 feet. A mud pool served as evidence of some of the obstacles to be overcome in the reboring of wells for natural gas underground storage.

Part of the trip included a view of Texas Eastern Gas Transmission Company's delivery point for natural gas from the Big Inch and Little Inch pipelines, where students learned about measuring devices and the microwave system.

A visit to Equitable's Pratt Compressing station near Waynesburg, Pa., ended the tour.

NACE committee to map cathodically protected structures

AN OVERLAY MAP showing the cathodically protected underground structures in Chicago is planned by a committee of Chicago section, National Association of Corrosion Engineers. Thirty companies have representatives on the committee which has elected L. E. Nichols, Northern Illinois Gas Co., Bellwood, Ill. as chairman.

Primary effort of the group will be to act as a clearing house for information pertaining to foreign bonding, installations now in use, and to be installed.

GAMA elects six additional manufacturers to membership

SIX COMPANIES have been elected members of the Gas Appliance Manufacturers Association raising total membership to 589 companies.

The newly-elected members are: Given Manufacturing Company, Los Angeles, Calif., gas incinerators; Triad Products Corp., Chicago, Ill., boilers and booster water heaters; The Aerotec Corp., Greenwich, Conn., gas burners and ovens; John Wood Co., Ltd., Toronto, Canada, gas water heaters; United Pipe Utility Suppliers, Inc., Beloit, Wis., joint clamps and sleeves; and Smith-Blair, Inc., South San Francisco, Calif., flexible pipe and pipe fittings.

'Forecast' section illustrates gas kitchen benefits

A TWELVE-PAGE SECTION in the March issue of *Forecast,* a magazine for home economists, offers a fine illustration of the advantages of modern gas kitchens.

Centered around the theme of teaching the new freedoms in modern gas kitchens, this informative section features advertisements and editorials highlighting Caloric automatic gas ranges, dryers, and incinerators; Servel gas refrigerators; Ruud automatic gas water heaters; Robertshaw-Fulton controls; and Youngstown kitchens.

Reprints of the section, an outstanding sales floor handout piece, can be obtained from A. G. A. Headquarters for 15 cents.

Utility starts construction for switch to natural gas

PLANS for a $250,000 construction project, including a 700-foot submarine gas main that will provide natural gas for 3,000 customers on Long Beach Island, have been announced by New Jersey Natural Gas Company.

Dale B. Otto, company president, reports that conversion from manufactured to natural gas in the 10-mile area will result in natural gas distribution to the company's 113,000 customers. The company has applied to the U.S. Army Corps of Engineers for permission to install the submarine main 16 feet below the mean water mark of the Inland Waterway, and hearings have been set.

Work preliminary to the crossing of Manahawkin Bay started in mid-March, and conversion should be finished in May, with army approval. The project will include the laying of 30,000 feet of six-inch high pressure steel mains, as well as the 700 feet of extra high pressure steel mains for the crossing.

'Companion' editorial will publicize Blue Flame home

a PAR activity

THE BLUE FLAME HOME FOR 1955 will make its public debut in the pages of the September issue of *Woman's Home Companion*. An eight-page color editorial will urge the magazine's 4,500,000 readers to visit the Blue Flame all-gas homes in their communities. American Gas Association plans to back up the editorial with an advertising section in the publication.

Designed by George Nemeny, one of America's leading architects, this outstanding home is now available to builders and gas companies across the nation. Promotional plans are under the joint sponsorship of the American Gas Association, the National Association of Home Builders, and *Woman's Home Companion*.

Builders in the $18,000 or over category who build the home or an approved variation will be listed in the magazine, and will receive reprints of the editorial.

They will also be offered descriptive promotional material, including a color film featuring Hollywood stars, radio and television scripts, labels, and material for a newspaper section on this home.

This promotional material will be available to gas companies in September in celebration of National Home Week, whether or not they have this home built by their builders. Utilities will benefit from both national and local publicity given to the home.

The bungalow-style, all-gas home has three roomy bedrooms, a living room, dining room, family room, foyer, kitchen, and two bathrooms. Important extras are: an abundance of closets, two skylights, and a fireplace.

For further information, contact the New Freedom Gas Kitchen Bureau at A. G. A. headquarters.

Forsberg, Brown, Chamberlin, head Wisconsin association

THREE newly-elected general officers of the Wisconsin Utilities Association, were installed at a recent dinner at the University Club, Milwaukee. They are: Carl J. Forsberg, president, Wisconsin Power and Light Co., who was elected president of the association; Dudley B. W. Brown, president, Milwaukee Gas Light Co., elected association vice-president; and Harold P. Chamberlin, assistant secretary and assistant treasurer, Wisconsin Electric Power Co., re-elected treasurer.

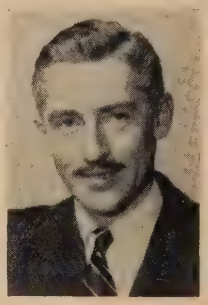
Mr. Forsberg succeeds Harold P. Taylor, president, Wisconsin Public Service Corp., as president of the association. Mr. Taylor automatically becomes chairman of the general advisory committee.

The officers' installation dinner was attended by approximately 80 chief executives of utility companies, association past presidents, and chairmen of association engineering, sales and accounting sections.

Mr. Forsberg is a 1926 graduate of the U. S. Naval Academy. He entered the utility field two years later in Illinois as a power sales engineer, and six years later joined the Wisconsin Power and Light Company, as industrial engineer at Beloit and rose to the presidency of the company in 1954.

Honored guest of the evening was Charles E. Kohlhepp, former president of the Wisconsin Public Service Corporation and past-president of the association, who recently left Wisconsin to become president of the Jersey Central Power and Light Co., Asbury Park.

Carl J. Forsberg



Dudley B. W. Brown

Southern Counties Gas publishes press relations booklet

AN ATTRACTIVE, 16-page *Press Relations Book* offering suggestions on maintaining an informed press relations program has been published by Southern Counties Gas Company of California. The booklet stresses the obligations of a public utility in interpreting and explaining its plans and policies to employees, customers, and the general public.

Helpful information on telling the company's news factually and fully through the medium of the press is offered in chapters entitled: "Getting to Know the Press"; "What Is News?"; "Bad News"; "How Do I Write a News Story?"; and "Service Your Radio and Television News Bureaus".

The *Press Relations Book* is generously illustrated, and includes reproductions of sample press releases in nine different topical categories that might be used in utility work.

Hall heads new Coleman utility operations department

ESTABLISHMENT of a utility operations department within the sales division of The Coleman Co., Wichita, Kansas, was announced by Sheldon Coleman, president and general manager.

The new department, under the direction of Clifford E. Hall, will be responsible for the direction and coordination of all sales, educational, and promotional activities as they apply to gas utilities. Robert H. Lowe, and L. T. Ash are associated with Mr. Hall in the operation of the new department.

Before joining the firm, Mr. Hall was promotion director for American Gas Association, and from 1946 to 1953 was identified with all the major public relations and promotional activities of the Association.

Mr. Lowe comes to Coleman from the Pittsburgh Group Companies of Columbia Gas System, where he served as sales manager, and was responsible for marketing studies on a new cooking range not yet placed on the market.

Mr. Ash joined the Coleman organization in 1940 as a utility sales engineer. More recently he has been the manager of the Philadelphia branch of The Coleman Company.

Correction

ARE You Selling Enough Gas" on page 3 of the May MONTHLY should have been credited to the A. G. A. Subcommittee on Marketing Research, rather than the A. G. A. Subcommittee on Marketing. This group, a subcommittee of the Committee on Economics, has been responsible for the Association's increased emphasis upon marketing research activities and, among other activities, sponsored the development of appliance sales potentials.

Three join Military Advisory Board

THREE gas industry executives, all members of the American Gas Association, have accepted appointments to serve on the Military Advisory Board, Washington, D. C. The 27-man group, working in the Interior Department, and in conjunction with the Office of Oil and Gas, acts as a government authority for emergency planning with respect to production, transportation, processing, and distribution of gas and oil.

The members, whose terms end on June 30, 1957, 1956, and 1955, respectively, are: A. W. Lundstrum, president, The Ohio Fuel Gas Co., and member of the board of A.G.A.; John F. Merriam, president, Northern Natural Gas Co., and member of A.G.A. advisory council; and Grove Lawrence, vice-president, Southern California Gas Co., and second vice-chairman, A.G.A. Operating Section.

A.G.A. Lab promotes five; Hodgdon, Myer, assistant directors

PROMOTIONS and organizational changes recently made at the A. G. A. Laboratories at Cleveland, Ohio, have been announced by Edwin L. Hall, director. Two veteran engineers, Frank E. Hodgdon and Russell V. Myer, have been named assistant directors. Others promoted were Carl F. Geltz to chief testing engineer, Thomas Leitch to chief inspection engineer and Frank Miller to assistant chief inspection engineer.

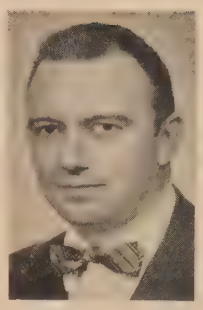
These appointments were made concurrently with the retirement of Kenneth R. Knapp on April 30, after 26 years of active service with the Laboratories and 44 years with the gas industry.

Mr. Hodgdon, formerly assistant to the director, will now have supervision of the Laboratories standardization program for gas appliances and accessories, as well as the Laboratories methods activities in connection with approval requirements preparation. He will retain active supervision of personnel, building and equipment, and administrative services.

A registered professional engineer in Ohio and graduate of the Georgia School of Technology, Mr. Hodgdon joined the Laboratories staff in 1939. He has served in numerous engineering assignments concerned with industrial and commercial research and requirements investigations. During the last two and one-half years, Mr. Hodgdon has had supervision of Laboratories facilities, services and personnel.

Mr. Myer will head the Laboratories appliance approval testing and field inspection program. A graduate of Carnegie Institute of Technology with a degree in physics, Mr. Myer has been active in the appliance testing activities of both the Cleveland and Los Angeles Laboratories during the last 19 years. He was appointed chief testing engineer in 1945.

A 1937 graduate from Case Institute of Technology, with a degree in mechanical engineering, Mr. Geltz began with the Laboratories as an appliance testing engineer in 1939. He joined the inspection staff shortly thereafter and was appointed head of the department in 1949. In his new position, Mr. Geltz will have direct supervision of all appliance and accessory testing sections at Cleveland as well as the descriptive record services.



Frank E. Hodgdon

Russell V. Myer

Mr. Leitch is a veteran of 16 years with the Laboratories, and a 1936 graduate of Purdue, with an electrical engineering degree. He will be assisted in the operation of the inspection department by Frank H. Miller, a Western Reserve University graduate who joined the Laboratories staff in 1946.

Milwaukee Gas Light announces personnel changes

SEVERAL changes have recently been announced in the operations department of the Milwaukee Gas Light Company.

Elliott Campbell, a veteran of 42 years of service, has been promoted from manager of distribution to assistant to the director of operations. He will act in an advisory capacity to the operations and engineering departments and will negotiate contracts with firms bidding for the company's construction work.

Ellsworth Ungethuem is now manager of gas supply and distribution. Mr. Ungethuem has had wide mechanical and chemical engineering experience as well as much specialized work in the field of gas production and distribution.

Robert Prosser, a University of Minnesota engineering graduate, has been named manager of distribution-construction and repair, while Howard Kowenstrot has been named superintendent of maintenance.

All four men are members of the American Gas Association.

In addition, Milwaukee Gas Light Company announces that Keith Chen has been made superintendent of corrosion-mitigation operations; Ray Jochimsen is assistant superintendent of the company's West Side plant; and George Helf is now chief of the inspection department.

Pacific Gas and Electric advances Black, Sutherland, Gerdes

JAMES B. BLACK, president of Pacific Gas and Electric Co., San Francisco, was elevated to chairman of the board of directors on June 1. Norman R. Sutherland has been appointed president and general manager, and Robert H. Gerdes became executive vice-president and general counsel.

Mr. Black, who has served the company and its predecessor for the past 43 years, will have an active supervisory role in company affairs. He will occupy a position that has not been filled since 1908, following the company's early period of organization. Mr. Black has been a director of the firm for 25 years, and president for 20 years.

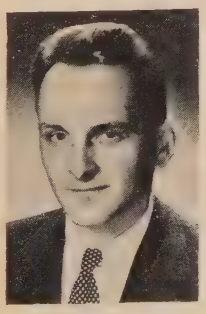
Mr. Sutherland has been employed by the firm for 42 years. Seven years ago he became vice-president and assistant manager, then vice-president and general manager. He was elected a director in 1952.

Mr. Gerdes, a University of California graduate, joined Pacific Gas and Electric Company in 1925, and left the company to enter private law practice. He rejoined in 1944, became general counsel in 1945, and vice-president, general counsel, and a director in 1953.

All three men are A. G. A. members.

Name Walker A.G.A. general management section secretary

HAROLD S. WALKER, Jr., formerly of Lit Brothers, Philadelphia, has been appointed secretary of the General Management Section of the American Gas Association. He succeeds Harrington A. Rose, who resigned to join the Transcontinental Gas Pipe Line Corp., Houston, Texas.



Harold S. Walker

Mr. Walker was graduated from the United States Military Academy at West Point, N. Y. in 1943 with a B.S. degree. He received a Master of Arts degree in 1953 from Columbia University. He served with the United States Army from 1943 to September, 1954 when he resigned with the rank of major.

He saw active service in the South Pacific, in Japan, and in Korea, receiving the Bronze Star in combat, the Commendation Ribbon for his work in the Japanese occupation, and a second Bronze Star in Korea. His duties included commands up to battalion-level and administrative work in the field of personnel, operations and training, communications, supply and maintenance, and intelligence and security. He directed a repatriation center in Japan and set up and directed an interrogation center which handled 40,000 war prisoners released by Russia from the Manchuria-Siberia area.

From 1949 to 1953 he served as instructor and assistant professor of English at West Point. He joined Lit Brothers Division, City Stores Inc., Philadelphia, in November, 1954. There he was in charge of customer and merchandising service for floors handling home furnishings, appliances, furniture, and housewares.

Names in the news—a roundup of promotions and appointments

UTILITIES

United Gas Company announces transfer of three employees from Mississippi to Shreveport, Louisiana. ALEX T. JOHNSON, JR., of Jackson, sales manager in United's Mississippi distribution division for seven years, is now Louisiana-Mississippi sales manager. I. E. HOWE, utilization engineer for the Mississippi division for the past six years, is now director of utilization for the two-state area. MISS EMAGENE BURGE, formerly home service advisor in Jackson, has been appointed Louisiana-Mississippi home service director.

SAMUEL S. ERICSSON has been named assistant to the president of Portland (Ore.) Gas & Coke Co., succeeding WESLEY A. COOK, who is now vice-president of the firm.

RICHARD S. MAXWELL has been promoted to Columbus district credit manager, after two years with Ohio Fuel's auditing department.

HOWARD T. SCRANTON, Transcontinental Gas Pipe Line Corp., has transferred from Newark, N. J. to the company's offices in Decatur, Georgia. He will continue in the capacity of assistant to the vice-president, eastern division, in addition to taking charge of customer contacts in the southern sales area.

MRS. HARRIET R. MIRO has been appointed to the home service staff of The Connecticut Light and Power Company's central division. She will conduct home service activities in the Bristol district, and will assist with the program in the New Britain and Meriden districts.

HARRY L. MILLER, Oshkosh, manager of the rates and research department of Wisconsin Public Service Corp., was elected a vice-president. In addition to his present duties, he will act as coordinator of divisional operations. L. G. ROEMER, Milwaukee, of the same company, has been elected a director, after 25 years of service.

Three appointments were made recently at New York State Natural Gas Corp., Pittsburgh. ELWOOD C. PETSINGER is now superintendent of the lease department, southern area; ROY C. PATTERSON is superintendent of a newly-created northern division; and JOHN C. FERGUSON, JR., has been named head of the land department.

Directors of Southern Natural Gas Company have elected as directors CHARLES C. WHITTELSEY and THOMAS M. RITCHIE, to replace the late E. G. Hill, and to enlarge the board to 11 members. Mr. Whittelsey is executive vice-president, member of the executive committee, and a director of Ford, Bacon & Davis, Inc. Mr. Ritchie is vice-president of Chase National Bank of New York City.

MANUFACTURERS

Three changes affecting top management personnel of the Permaglas division of A. O. Smith Corp., Kankakee, Illinois have been effected. J. H. BRINKER, former marketing director, is now general manager of the Permaglas division. S. E. WOLKENHEIM leaves the position of general sales manager to succeed Mr. Brinker in Milwaukee as marketing director. His former position will be filled by R. J. SHEPHERD who has been manager of water heater sales for the division. In addition, G. P. HOUGH, who has been acting division manager besides his regular duties as regional manager for the corporation's north central district, with offices at Chicago, reverts to his former single activity.

Temco, Inc., of Nashville, announces the appointment of J. E. STAFFORD as sales representative for Texas. He fills the vacancy created by the resignation of Ray McDonald.

CHARLES A. HEATH has been promoted to the post of vice-president and director of engineering and operations, and STUART B. EYNON to the post of manager of operations for Health Survey Consultants' leakage control surveys in the United States and Canada.

JACK A. BELANGER is now assistant sales manager for the commercial sales division of the Detroit-Michigan Stove Co., after nine years of service to the firm. JOHN M. STORM has been named sales manager for their domestic sales division.

C. M. HOOVER has been named general sales manager of the Wedgewood division, Rheem Manufacturing Company.

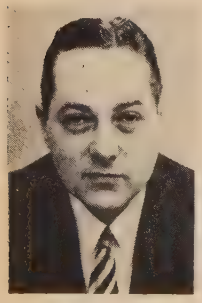
Announcement was made of the appointment of C. E. LONGENECKER, JR., to the position of divisional sales representative of the Caloric Appliance Corporation. He will now handle the entire line of products, including freestanding and built-in ranges, gas disposers, washers and dryers, for the Detroit area. His office will be in Grosse Pointe Woods.

ALEX H. BANKO has been appointed general sales manager of Kleer Kleen Manufacturing Company.

LOUIS D. EASTMEAD of Cincinnati has been named manager of the southeastern division of Magic Chef, Inc., with divisional headquarters in Atlanta. The firm also announces that RUSSELL JARRETT is now western regional manager. Mr. Jarrett's office will be in Los Angeles.

Servel, Inc., reports that KENNETH V. OLSON has been named district sales manager for the Kansas City area. He will assist distributors in the promotion and sale of gas and electric appliances in the territory. WALTER A. SMITH was appointed director of purchasing for the firm. He succeeds S. L. NICHOLSON.

John M. Wilson conducts Great Lakes Personnel Conference



John M. Wilson

JOHN M. WILSON, director of employee relations, United Fuel Gas Co., Charleston, W. Va., was elected chairman of the Great Lakes Personnel Conference of the American Gas Association at a Chicago meeting.

The meeting, at which Walter K. Paul, manager of industrial relations, Northern Indiana Public Service Co., presided as current chairman, was addressed by Arthur W. Luchs, of the Federal Mediation and Conciliation Service. He presented, through slides and recordings, the handling of actual grievance cases. General discussion by the group followed. At the luncheon session, Kurwin R. Boyes, secretary, outlined the organization of the American Gas Association which considers personnel and industrial relations matters.

Other elected officers of the conference at the afternoon session were W. E. Hoare, employee relations director, The Ohio Fuel Gas Co., Columbus, vice-chairman; and Emory A. Manlove, assistant to the vice-president, Peoples Gas Light and Coke Co., secretary for the coming year.

The nominating committee presenting this slate of candidates comprised: Norman D. Bradley, The Peoples Natural Gas Company; Earl G. Huck, The Cincinnati Gas and Electric Company; and J. J. Solon, The Peoples Gas Light and Coke Company. Reporting and discussion of company developments pertaining to present active negotiations concluded the afternoon session.

Patterson heads joint promotion bureau in Los Angeles

EDWARD B. PATTERSON has been appointed manager of the Natural Gas Bureau, a joint sales promotion activity of Southern Counties Gas Company and Southern California Gas Co., Los Angeles.

Mr. Patterson, a member of the American Gas Association, started with Southern Counties Gas Company in 1937. Until recently, he had been sales supervisor in Southern Counties' Harbor division, and was then called into Los Angeles on special assignment for the Mrs. America contest.

Pioneer Natural elects Wall president, Watson secretary

DIRECTORS of Pioneer Natural Gas Co., Amarillo, Texas, have elected C. I. Wall as president of the company and K. B. Watson as secretary. Other officers were re-elected.

Mr. Wall, a graduate of Kansas University, has been associated with Pioneer and one of its predecessor companies, West Texas Gas Co., since 1927. He started with West Texas Gas Company as a material checker and, after occupying a number of increasingly important positions became president of that company in 1951. When Pioneer was formed at the end of 1953, he became vice-president of distribution, in 1954 executive vice-president.

Mr. Watson, a graduate of the University of Colorado, has served Pioneer and Amarillo Oil Company (now a subsidiary of Pioneer) since 1952. Prior to that time he served over three years as assistant attorney general of the State of Texas at Austin. He will continue to serve the company as attorney.

Texas Eastern Transmission names Jacobs a vice-president

JOHN CLAYTON JACOBS, JR., has been elected a vice-president of Texas Eastern Transmission Corp., Houston. Mr. Jacobs, who has been executive vice-president and a director of Wilcox Trend Gathering System, Inc., a subsidiary, will continue to operate in those capacities and in addition will assume executive duties with Texas Eastern.

Mr. Jacobs joined Wilcox Trend Gathering System, Inc., in 1953. Both an attorney and a graduate engineer, he practiced law in Dallas, Texas, from 1948 until 1953. Before that time he was employed by Creole Petroleum Corp., Caracas, Venezuela, as supervisory engineer from 1944 to 1946, and prior to that he served as process engineer for Standard Oil.

In 1939 Mr. Jacobs received a bachelor of science degree in chemical engineering from Georgia Institute of Technology, and in 1948 he was graduated from Yale Law School.

Mr. Jacobs is a member of Texas Mid-Continent Oil and Gas Association, the Independent Natural Gas Association of America, the Colegio de Ingenieros de Venezuela, and the American Institute of Chemical Engineers. He is also a member of the American, Texas and Dallas Bar Associations and has been admitted to practice before all courts of Texas and all federal courts including the United States Supreme Court.

Stock receives Stevens Institute award for distinguished service

ALVIN M. STOCK was granted the Stevens Metropolitan Club Distinguished Service Award at the club's recent annual award dinner. Mr. Stock is vice-president of the Partlow Corp., and owner of an industrial gas equipment and control sales and engineering business.

The citation, a handsome silver medal, expressed acknowledgment of Mr. Stock's services to Stevens Institute of Technology, from which he graduated in 1922, and his accomplishments in the gas industry. Among his accomplishments are pioneering safety pilot equipment for many industrial processes, and designing spectacular gas lighting displays and special effects including colored underwater flames at the New York World's Fair.

Mr. Stock is a past chairman of the Industrial Gas Equipment Division of GAMA, a member of the American Gas Association, and the Industrial and Commercial Hall of Flame.

Honolulu Gas, Pacific Refiners, name Englebright president

A. E. ENGLEBRIGHT has been elevated to the position of president of the Honolulu Gas Company and Pacific Refiners, Ltd. Mr. Englebright has served with the two affiliated companies in the capacity of vice-president and general manager since 1948. He succeeds E. E. Black, who became chairman of the board of the two companies.

Mr. Englebright's career in the utilities field commenced with Pacific Gas and Electric Company in 1922. In 1939 he joined Electric Bond and Share Company of New York as a consulting engineer and as a result of this association, he went to Honolulu in 1946 as a consultant to the Honolulu Gas Company. Two years later he became the company's vice-president and general manager. He is a member of the American Gas Association.

Carolyn Evans heads Florence Stove home economics department

THE Florence Stove Co., Chicago, has announced the appointment of Miss Carolyn Evans as director of their newly-formed department of home economics. Miss Evans will work closely with engineering and quality control departments for the firm's line of gas ranges, and with home service departments of gas utility companies.

Her background includes three years as a regional home economist for Crosley Division, Avco Manufacturing Corp., and two years with Equitable Gas Co., Pittsburgh. A former assistant equipment editor at *Woman's Home Companion*, she is a graduate of Teachers College Columbia University with a B.S. degree in home economics.

Miss Evans will have her headquarters in the Merchandise Mart in Chicago and will also establish a home economics test kitchen at the engineering department of Florence Stove Company in Chicago.

Stephens promoted in Shreveport

W. M. STEPHENS has been appointed acting superintendent of construction for Texas Eastern Transmission Corp., Shreveport. Mr. Stephens, an engineer for Texas Eastern since 1950, will supervise the activities of the company's communications, compressor station, electrical, materials and pipeline sections.

Before joining Texas Eastern, Mr. Stephens was employed as an engineer with Brown and Root of Houston. A professional engineer since 1927, Stephens has been associated with the Construction Service Company of Houston, Hudson Engineering of Houston, Pan American Refining, Sinclair Refining, Humble Oil Company and Gulf Refining Company. He is a graduate of Texas A. & M. College with a degree in engineering.

Welker joins Management Counselors

GEORGE E. WELKER, a natural gas engineer long prominent in the industry, has joined Management Counselors, Inc., a New York group of some 40 retired executives serving business and industry as consultants.

Among his varied executive positions, Mr. Welker was director of United Natural Gas Company and associated companies, Oil City, Pa., and director of Natural Fuel Gas Co., Newark.

At one time, he headed the Natural Gas Department of American Gas Association and was twice president and director of Pennsylvania Natural Gas Men's Association. In 1953, he was awarded the A.G.A. Operating Section's Award of Merit.

Illinois college honors Mettenet

FRANCIS X. METTENET, vice-president in charge of sales, The Peoples Gas Light and Coke Co., Chicago, and member of the American Gas Association, was honored last month for exceptional service to his college and alumni association. Mr. Mettenet, a 1909 graduate of the Illinois Institute of Technology, received the Institute's service award.

J. T. Simon promoted

J. T. SIMON, Rock Springs, Wyoming, has recently been named a new vice-president of Mountain Fuel Supply Company. His duties in his new capacity will include general supervision of the producing and pipeline divisions, both of which are located with the company's Rock Springs office.

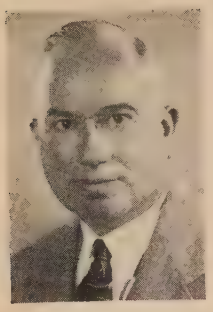
Mr. Simon, a University of Tulsa graduate, came to Rock Springs in 1943 as the company's petroleum engineer. In 1945 he became the chief petroleum engineer, and in 1954 he assumed the duties of assistant manager of the producing division.

Happ supervises gas sales

JEROME P. (JERRY) HAPP has rejoined North Shore Gas Co., Waukegan, Ill., as general sales manager. He will supervise all residential, commercial and industrial gas sales and advertising activities of the company.

Mr. Happ has served for the past two years as sales manager of Peoples Water and Gas Co., Miami Beach, Florida, where he was a director of Gas Institute of Greater Miami and president of the North Miami Exchange Club.

Robinson, Comerford, advance at Consolidated Natural Gas



J French Robinson

James Comerford

AT THE organization meeting of directors of Consolidated Natural Gas Company, following the annual meeting of stockholders held at Wilmington, Delaware, May 17, the following changes were made in personnel.

J French Robinson, who has been president of the company since 1951 and a director since its organization in 1943, was elected chairman of the board. Mr. Robinson, well-known in the gas industry, is a past-president of the American Gas Association, and is at present chairman of the Executive Conference Committee, and member of the Advisory Council of A. G. A.

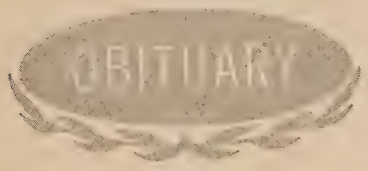
James Comerford was elected president of the company. Mr. Comerford served with the natural gas interests of Standard Oil Company (N. J.) from 1919 to 1943, and was treasurer and chief accounting officer of several of its gas utility and pipeline companies until that date. He became the first treasurer and a director of the firm upon its formation. In 1951 he became executive vice-president and a member of the executive committee. For many years, Mr. Comerford has been a member of and active in A. G. A. affairs.

Walter H. Holcroft, furnace designer, receives Trinks award

WALTER H. HOLCROFT, executive vice-president and technical director of Holcroft & Co., manufacturers of gas-fired heat treating furnaces, Detroit, last month received the Trinks Award, the nation's top honor for achievement in the industrial heating industry. Mr. Holcroft was cited for his outstanding contributions to gas carburizing and carbo-nitriding in heat treating steel, to short-cycle malleable annealing furnaces, and improvements on standard type conveyor furnaces.

In making the award, I. Stanley Wishoski, editor of *Industrial Heating* magazine, cited Mr. Holcroft for the development of furnaces during World War II that enabled companies under government contract to produce gears, sprockets, pinions and other automotive equipment parts with greater strength and uniformity. He stated that Mr. Holcroft designed and built a special furnace that effectively solved a problem in producing strong sprockets for the Bren Gun Carrier used by Britain's forces.

Two other engineer-executives, selected for their contributions to economic and scientific progress in the industrial heating and related fields, were similarly honored at the banquet held under sponsorship of the award committee. They were Horace Drever, president of Drever Co., Bethayres, Pa.; and C. E. Hawke, vice-president of The Carborundum Co., Niagara Falls, N. Y.



Edward J. Tucker

vice-president and general manager of Consumers' Gas Co., Toronto, Canada, until his retirement in 1954, died last month at the age of 65.

Born and educated in Bristol, England, Mr. Tucker entered Canada in 1910, and joined the Consumers' Gas Company the same year. He was appointed assistant general manager in 1928, secretary in 1931, general manager in 1936, director in 1939, and vice-president and general manager in 1945. As chief executive of the firm, he initiated negotiations in the United States which resulted in Toronto being served with natural gas.

Mr. Tucker served as president of the Canadian Gas Association, 1937-1938, and was vice-chairman, Accounting Section, American Gas Association, in 1936-1937. He was a director of A. G. A. and member of the executive board from 1937 to 1940.

Mr. Tucker was active in civic affairs, and a member of numerous organizations, including the Rotary Club; St. John's Lodge; Scottish Rite Toronto Lodge of Perfection; Granite Club; National Club; Board of Trade; and St. George's Society.

Surviving him are his wife, two sons, a daughter, and ten grandchildren.

Henry F. Ketz

retired chief engineer of Southern Counties Gas Co., died recently at the age of 85, following a long illness.

Mr. Ketz was awarded the American Gas Association Meritorious Service Medal at the 1926 convention, in acknowledgment of his quick thinking during the Santa Barbara earthquake of 1925. Noting that gas was entering the Santa Barbara mains at a rapid pace, he immediately closed the valves, saving hundreds of lives and preventing fire.

Survivors of Mr. Ketz are his wife, a daughter, two sons, and six grandchildren.

Industrial relations

(Continued from page 23)

judicial interpretation. This is not a debatable principle—it is a recognized rule."

Yet, Farmer says, there is a disposition on the part of those analyzing Board decisions to overlook the judicial yardsticks which must be placed against the agency's rulings.

He points out that four recent decisions of the Board were made in line with prevailing judicial opinion, a factor which he thinks was overlooked in the critical attention given the rulings. These decisions were:

1. The Livingston Shirt case in which it was ruled that an employer, making a non-coercive "appeal prior to an election had no obligation to provide a forum for the union to answer his speech."

The Board's decision, according to Farmer, "did nothing more or less than follow a decision of the Court of Appeals for the Second Circuit overruling the Board's broad Bonwit Teller doctrine."

2. The Blue Flash case where "we held that it was not a *per se,* or automatic, violation of the Act for an employer or one of his supervisors to inquire of an employee concerning his union affiliation or activity, in the absence of any circumstances indicating that the questioning had a coercive effect."

"Here," Farmer says, "the critical response of some people to this decision ignores the fact that several Court of Appeals had said, some on more than one occasion, that the Board's *per se* doctrine as applied to interrogation was wrong as a matter of law."

3. The Monsanto Chemical case, where the Board held that an employer must allow a union access to a company parking lot for solicitation "in circumstances where there was no other reasonable means of access to the employees."

4. The Whitin Machine case, where the Board ruled that an employer must furnish a union with data in bargaining which would tie together names of individuals and the wage rates each is receiving.

In both the Monsanto and Whitin situations, Farmer says, "the courts had already spoken so clearly as to the obligations of the employer that there was little left for the Board to do except to apply established judicial precedent to particular facts." He adds that "It is difficult to see how anyone who understood the relationship between the Board and the courts could quarrel with these four decisions."

Farmer turns to the Supreme Court to support his observation that the Board in its rulings can't be held to literal language of the Act. He cites the outlawing of sit-down strikes in the Fansteel case and other decisions of the Court involving interpretations of the statute where the particular issues involved are not mentioned in the Act.

Such interpretation is a problem of the Board, and Farmer points out that recent interpretive rulings of the agency will have to stand court test, such as the decision in the Honolulu Rapid Transit case where a part-time strike was banned.

PUAA

(Continued from page 19)

an outgrowth of the manufacturer's attempt to play his part in a coordinated marketing program.

"Fourth, that gas equipment manufacturers are responding with organization and advertising.

"Fifth, the pipeline people are demonstrating in a financial way a greater interest in appliance marketing.

"For the first time in our history, the industry is working together on a marketing program," Mr. Mitchell said. "There is no magic in it. What will be accomplished depends almost entirely upon the aggressiveness of each and every individual unit. But great confidence exists, and the belief is firm that in such coordinated, revitalized industry activity, there is evolving a more effective distribution of gas appliances."

New officers inducted by out-going president C. Fred Westin, Public Service Gas and Electric Co., were Ray Fenton, president; Robert Bridges, Cleveland Electric Co., first vice-president; Richard Furber, Northern States Power Co., second vice-president; George Kindon, Philadelphia Electric Co., third vice-president; George Hanel, Connecticut Light and Power Co., secretary; and Mead Schenck, Interstate Power Co., treasurer.

Each year the Better Copy Awards and the display of winning material is a high point of the convention. First place award for a complete program in its group (C) was won by Portland (Ore.) Gas and Coke Co., with Chattanooga Gas Company placing second. Second place in Group A was won by The Brooklyn Union Gas Co., followed by Consolidated Edison of New York.

Three A. G. A. member companies earned awards in Group B in the following order: New Orleans Public Service, Wisconsin Public Service, and Washington Gas Light Company.

Other top spots earned by straight gas companies in their respective divisions include: (employee newspapers) Lone Star Gas, Portland Gas and Coke; (direct mail) Minneapolis Gas; (single piece for customers) East Ohio Gas, Texas Eastern Transmission; (special employee literature) Union Gas of Canada; (window display) Houston Natural Gas; (interior display) Minneapolis Gas, Chattanooga Gas; (car cards and posters) Portland Gas and Coke; (outdoor advertising) Peoples Natural Gas; (television) Atlanta Gas Light.

First place winners for single newspaper advertisements promoting the use of gas were (in respective divisions) Northern States Power, Washington Gas Light and Union Gas of Canada. Best gas merchandising advertisement awards were won by Lone Star Gas, Houston Natural Gas and Honolulu Gas.

Industrial school

(Continued from page 30)

for each particular processing operation.

On the sales side of industrial gas, C. B. Kiehle, Michigan Consolidated Gas Co., Detroit, pointed out the value and necessity of the plant survey and the factors to be considered in surveying a plant for industrial and commercial fuel uses. Recommended good practice requirements for the installation of consumer-owned piping on industrial and commercial premises were outlined by E. L. Spanagel, manager, industrial sales department, Rochester Gas & Electric Corporation. As chairman of the Industrial Gas Practices Committee he gave the highlights of Information Letter 70, which is a proposed code covering this subject.

Selling industrial gas was the final lecture of the course. Herman (Bud) Koester, Jr., vice-president, W. Wirt Young & Associates, Inc., Wellesley Hills, Mass., told what the industrial gas engineer must do to be a good salesman. His talk was built around the thesis that, "after acquiring product knowledge, successful selling still requires real salesmanship."

The faculty of 35 experts in their respective fields gave the school an air of seriousness that could not have been obtained in any other manner. The students' undivided attention during all the lectures, and their attendance from 8:30 in the morning until nearly 5:00 in the afternoon attested to the interest of the school and their keen desire to learn more about their jobs as industrial gas engineers. The 1955 school lectures in a binder of printed copies will serve as a valuable reference book.

Each day a written, open-book examination was held on the subjects covered that day. A glance at some of the examination papers is enough to convince anyone that the students had interest in the subjects presented and really got a lot of valuable information.

Restaurant show

(Continued from page 31)

Cleveland Range Company.

Considerable gas equipment was displayed throughout the Navy Pier. Included were several deep fat fryers, a rotisserie, and several new broilers which simulate charcoal broiling by means of heavy duty gas burners heating ceramic chunks below the grill.

At the A. G. A. lounge, copies of the reprint of gas equipment advertisements appearing in the May issue of *Restaurant Management* were distributed as was the latest issue of the popular *Cooking for Profit*. This gas industry story section is the first of its kind in the restaurant field and tells all anyone would want to know about gas equipment for the many operations in volume cooking.

One of the highlights of Restaurant Show Week was a luncheon by *Institutions* magazine at which they awarded the prize plaques to the winners in their Food Service Contest. For the second time all of the five first award winners had gas kitchens. They were: Burdine's Inc., Miami Beach, Fla.; Candlelight Inn, Panorama City, Calif.; The Charles Fredrick Menninger Memorial Hospital, Topeka, Kans.; Brody Hall, Michigan State University, East Lansing, Mich.; and Stockton Hotel, Stockton, California.

In the merit awards and honor awards gas equipment was in more than two-thirds of the winning kitchens. Once again the superiority and popularity of gas has been proved in those establishments "Where food is finest it's cooked with gas."

Facts and figures

(Continued from page 15)

the adjusted Federal Reserve index was 135 (1947-1949 = 100), up 9.8 percent over last year. The Association's March index of utility and pipeline gas sales is 212.5 (1947-1949 = 100). During the 12 months ending March 31, 1955, total utility and pipeline sales of gas totaled 63.7 billion therms, up 8.4 over the 12 month period ending March 31, 1954, when gas sales totaled 58.7 billion therms.

Rule follower?

(Continued from page 14)

to recommend appropriate action in matters which concern him and his group but which transcend the limits of his authority. But the law says that he shall have authority *effectively* to recommend action. The responsibility for making his recommendations truly effective rests squarely on his boss.

It is the boss's job to gain understanding and acceptance from the supervisor that "Effectively to recommend" does not mean that the supervisor's recommendations will always be followed or that his decisions will never be reversed. Overriding considerations often force reversals of supervisory decisions. Most emphatically this does not mean that the supervisor is not a man of judgment. Yet how many times have supervisors found excuse for shirking responsibility on the ground that their recommendations are never followed anyway. Correction of such attitudes is primarily the responsibility of the supervisor's boss.

It is within the power of the boss to assure the supervisor that his ideas will be accorded consideration. Given this assurance, the supervisor will, if he is a man of judgment, most certainly cooperate.

In this connection three rules have been suggested that the boss might well observe: 1. The supervisor's recommendations will always be followed if it is at all possible to do so. 2. In matters directly affecting him, where the supervisor has not presented his ideas, then his recommendation will be solicited before action is decided upon. 3. If the supervisor must be overruled, or if action must be taken in his absence, then he is entitled to and will receive a full explanation.

Let us end our survey of the case of John Doe on an optimistic note. We have not solved John's immediate problem; but perhaps we have succeeded in identifying the larger issue in back of it. The real problem for management is to condition John Doe and his fellow supervisors to the necessities of their job; to get them to rely on judgment rather than on a set of rules; to condition them to accept reversals with understanding and without discouragement; and to help them administer their job with true authority, making reasonable concessions without relinquishing their control.

Transmission

(Continued from page 35)

tional Bank and Trust Company. Mr. Bowden said that the purchase of gas during off-peak periods, when cash returns are lower, is a problem that does not face other utility companies. However, the situation is analogous with other businesses that must finance inventory purchases. He outlined four common methods of financing, and said that with experience in this relatively new field, patterns are emerging that provide a guide for satisfactory solutions.

What gas utilities can do to obtain adequate weather forecasts was discussed by Irving P. Krick, American Institute of Aerological Research. Besides the U. S. Weather Bureau, a number of other forecasting services are available and Dr. Krick discussed them from the point of view of an individual utility's needs.

Emergency planning for disaster control was the subject of another guest speaker, Clark F. Jones of National Fire Protection Association. Mr. Jones urged gas companies to take the initiative in setting up their own emergency planning programs. Otherwise, he warned, "Others will attempt to do it for you." He outlined the necessary organizational steps and suggested numerous sources for information and advice.

Only a limited number of compressor station equipment corrosion problems cannot be remedied or corrected by the application of cathodic protection, use of corrosion inhibitors and water treatment, or by proper design and selection of metals. This is the position J. C. Berringer, Panhandle Eastern Pipeline Co., advanced. But he warned that it is essential that the cause and type of corrosion or metal loss be accurately identified before applying corrosion mitigation measures.

Gas and oil pipeline companies today own and operate more miles of microwave communications systems, as private systems, than any other industry except common carriers. How Texas Illinois Natural Gas Pipeline Company built and operates its own system was related by C. E. Upson in a paper entitled, "A User's Evaluation of Microwave."

Mr. Upson made a strong case for his company's decision against leasing or renting communications systems. He concluded, "We believe microwave is not only doing a better job for us than other types of communications available at the present time, but that the rapid development of this relatively new art of radio communication will provide greater reliability, a wider range of application to our needs, and a greater economy in the future."

A report on the status of pipeline research and a review of current research projects was given by J. L. Thompson, Michigan-Wisconsin Pipe Line Co., and chairman, A. G. A. Pipeline Research Committee. Mr. Thompson outlined the objectives of the A. G. A. PAR program and said its scope extended from the well to the city gate. Currently, major emphasis is on transmission questions, he said.

Operating luncheons

(Continued from page 35)

preferable to begin training with people familiar with the basic fundamentals.

Following, a detailed account was given by M. O. Sharpe, Trunkline Gas Co., on communications maintenance. He stressed the need for a recognized preventative maintenance program, with repair personnel to check units regularly.

W. Koschorreck, Public Service Electric and Gas Co., revealed that automobile battery voltage is gradually going to 12 volts in lieu of the conventional six-volt units, with the exception of trucks. Chrysler has indicated a switch to 12 volts, and General Motors is now using them; Ford has taken no stand.

Natural Gas Production

Committee Chairman W. E. Ferguson, The Ohio Fuel Gas Co., opened this conference on Monday with approximately 125 persons attending. Mr. Ferguson reviewed the sequence of events in converting a gas-producing area to underground storage operations. Factors to consider before abandoning a gas well approaching its economic limit, and problems of offshore drilling were then discussed.

The relative advantages of rotary and cable tool drilling were commented upon. Each type seems to be superior in certain situations, depending upon the hardness of the formation. Consensus was that rotary drills are quicker, yet cost

more per foot of hole. However, cost differentials are diminishing with the rapid improvement in drilling bits, and the increased experience such as that gained in the Appalachian area.

The proposed coal mining-gas storage regulation legislation in the Appalachian area was reviewed by the chairman, and was followed by reports on Pennsylvania, Ohio, and West Virginia legislation. Also discussed were the Supreme Court ruling, and the Harris and Staggers bills now before Congress.

A paper by C. J. Hauck, The Ohio Fuel Gas Co., entitled "The Formation Fracture Operations in Ohio" and presented at the morning general session, was reviewed in greater detail.

Compressor Stations

This Monday afternoon meeting, conducted by Newell C. Comfort, Hope Natural Gas Co., chairman of the Compressor Stations Subcommittee, began with the delivery of a paper by A. R. C. Markl, Tube Turns, Inc. Mr. Markl's paper dealt with pressure pulsations tests of branch connections to larger diameter pipe. The talk, illustrated by slides, described tests conducted to evaluate the relative performance of different types of wrap-around welding reinforcements vs conventional saddle-type reinforcements, aiming to develop connections with the same strength as straight pipe.

Conclusions were that cyclic loading is a significant factor in field performance; the basic geometry of design is a primary factor in determining the life of the different types of connections.

Joseph S. Quill, General Electric Co., presented his paper "270,000 Horsepower of Gas Turbine Centrifugals Installed by Gas Industry in Three Years". Mr. Quill stated that eight natural gas companies now have, or are planning to install, a total of 210,000 horsepower in General Electric gas turbine centrifugals on gas pipelines, and 60,000 horsepower in a gas repressuring plant. He stated that further developments such as two-stage compressors are in the immediate future.

Speaking on four cycle prime movers driving centrifugal compressors, David Salls, The Cooper-Bessemer Corp., said that his firm is now building a 4,500 horsepower unit to be installed this summer for pipeline service next winter. He further stated that installation cost per horsepower, and fuel consumption, were low.

Gas Measurement

E. N. Armstrong, Transcontinental Gas Pipe Line Corp., presided at this Monday afternoon luncheon conference. E. E. Stovall, Lone Star Gas Co., committee chairman, opened the session by announcing the publication of Gas Measurement Committee Report No. 3, "Orifice Metering of Natural Gas". This report, he said, is intended to supplement Report No. 2, published in 1935. Generally, all of the data in the latest report are the same as in the previous one, except that it has been expanded to cover a still wider range of conditions.

Professor S. R. Beitler, Ohio State University, as Chairman of the ASME Committee on Fluid Meters, described the work behind the new system for determining supercompressibility factors.

The most important factors of orifice measurement—the determination of specific gravity by an unusual method given accuracy by an improved technique—was discussed by F. M. Partridge, Southern California Gas Co., vice-chairman of the Gas Measurement Committee.

Howard S. Bean, National Bureau of Standards, and H. P. McNichols, Columbia Gas System Service Corp., discussed features of the calculation of gas volumes as affected by the new conveniences provided by Committee Report No. 3.

Following, P. H. Miller, Texas Eastern Transmission Corp., proposed a new unit for consolidating Btu factors into a standard unit of measurement for natural gas. The session closed with a discussion of the features of the measurement of large volumes of gas used in the Goleta project in California, based upon the paper "Measurement as It Relates to Underground Storage" presented at the morning general session by Raymond W. Todd, Pacific Lighting Gas Supply Company.

Underground Storage

The Tuesday afternoon session was presided over by C. W. Studt, Union Gas System, Inc. After a general discussion, H. L. Fruechtenicht, Jr., Michigan Gas Storage Co., chairman of the Subcommittee on Statistics, offered statistical data on underground storage, which he had published in a paper and read at the morning general session. A few statistical highlights are: the volume of gas in storage on October 31, 1954 was one trillion, 11 million cubic feet, or 2.45 times as much as in 1950; total capi-

1955

JUNE

5-9 •Canadian Gas Association, Annual Meeting, Sheraton Brock Hotel, Niagara Falls, Ontario, Canada

6-8 •Institute of Appliance Manufacturers, Annual Convention, Netherland Plaza Hotel, Cincinnati, Ohio

9-10 •Natural Gas and Petroleum Association of Canada, Annual Meeting, Royal Connaught Hotel, Hamilton, Ontario, Canada

13-16 •Edison Electric Institute, Annual Meeting, Hotel Statler, Los Angeles, Calif.

26-July 1 •American Society for Testing Materials, Chalfonte-Haddon Hall, Atlantic City, N. J.

27-28 •Michigan Gas Association, Grand Hotel, Mackinac Island, Mich.

28-July 1 •American Home Economics Association, Minneapolis, Minn.

JULY

11-15 •National Housewares & Home Appliance Exhibits, Convention Hall, Atlantic City, N. J.

AUGUST

1-3 •American Trade Association Executives, Grand Hotel, Mackinac Island, Mich.

SEPTEMBER

9 •New Jersey Gas Association, Hotel Monmouth, Spring Lake, N. J.

11-13 •Independent Natural Gas Association of America, Jasper National Park, Canada

14-15 •Seventh Annual A.G.A. Accident Prevention Conference, Little Rock, Ark.

25-30 •International Gas Union Sixth Conference, Hotel New Yorker, New York

OCTOBER

12-14 •GAMA Annual Meeting, El Mirador Hotel, Palm Springs, Calif.

17-19 •A.G.A. and Pacific Coast Gas Association Convention, Los Angeles, Calif.

17-21 •National Metal Exposition, Philadelphia, Pa.

18-21 •The American Dietetic Association, St. Louis, Mo.

18-22 •National Safety Congress and Exposition of National Safety Council, Chicago, Ill.

24-26 •American Standards Association, Sheraton Park Hotel, Washington, D. C.

24-26 •Pacific Coast Regional Restaurant Convention and Exposition, Biltmore Hotel, Los Angeles, Calif.

24-26 •Sixth National ASME Conference on Standards, Washington, D. C.

24-27 •National Association of Railroad & Utilities Commissioners, Asheville, N. C.

Personnel service

SERVICES OFFERED

Experienced LP/or Utility Gas Operator—desiring position in expanding area where seasoned experience can be used to mutual benefit. **1803.**

Distribution Engineer—capable of planning and supervising the installation of gas mains. Competent and experienced in handling of maintenance of gas mains. Have knowledge of complete office procedure. Familiar with operating methods, budgets, scheduling. **1804.**

Administrative Assistant—registered professional engineer with nine years' diversified experience assisting management of a natural gas holding company with its operational planning, regulatory hearings, rate investigations, and economic feasibility studies desires similar position with progressive gas or combination company. Prefer Eastern location. **1805.**

Distribution Engineer—experienced in design and operation of natural gas distribution systems desires position with opportunity for advancement. Graduate degree in business administration. Eight years' engineering experience with gas utility. **1807.**

Management Engineer—eight years' experience with medium size midwest gas utility in all phases of operations and engineering, both technical and administrative, during manufactured gas, changeover, and natural gas periods. Engineering degree and registered professional engineer. Desires greater responsibility and opportunity in expanding company. **1808.**

Market Analyst-Economist—available for gas utility or gas transmission company. Columbia University Ph.D. (Economics) degree. Participated in Executive Development Program of major gas utility company; former marketing management consultant. Familiar with statistical techniques, public regulation, and sales promotion. Married. (34) Salary requirement: $700 monthly. **1809.**

Engineer—graduate, with extensive experience in design, development and production of gas appliances, much of it at a supervisory level, is interested in a new connection. Resume available. **1810.**

Sales Executive—successful experience, and broad, mature background with leading appliance manufacturers. Close personal acquaintance with leading U.S. and Canadian distributors, and U.S. mail order houses and chain store buyers. Has hired, trained, and supervised factory sales organizations and national groups of manufacturers' representatives. Excellent working knowledge of manufacturing and advertising. Fitted for top level responsibilities in sales department of manufacturer, utility, or large retail store appliance operation. **1811.**

Gas Sales Engineer—experienced in industrial sales engineering, residential and commercial heating, water heating and domestic appliances. Knowledge of sales procedure in both large and small utility companies, natural, manufactured and LP-Gases. Can relocate. **1812.**

Manufacturers' Representative—since 1938, wants gas appliance line for California headquarters Los Angeles. Residential, commercial and industrial experience. **1813.**

POSITIONS OPEN

Accounting Specialist—to assist controller of large natural gas company in West. C.P.A., accounting degree and 10 years' experience in the gas business preferred. Age 30-40. Must have analytical and research ability. Work involves special problems, i.e., budgets, reports, rate cases, tax matters, etc. Excellent opportunity for advancement in expanding company. Salary open. Liberal employee benefit plans. Submit details about self, past experience and approximate salary expected. **0766.**

Manufacturers Representatives—to handle complete line of furnaces. This is one of the leading, old established manufacturers in the business. Preferred and protected territories open. Only qualified aggressive sales representatives wanted. Give full references and experience in reply. **0767.**

Gas Engineer—Connecticut utility requires young gas engineer capable of taking over as assistant superintendent of department handling production, distribution, meters and customers service. Prefer under 35 with technical background and some experience in one or more of above operations. For properly qualified man this is a permanent, pleasant and well-paid position. Reply stating age, experience, education and personal particulars. **0769.**

Natural Gas Engineer—for research on productivity of natural gas wells in the Mid-Continent area. Work involves the basic theory of fluid flow. Experience required in well testing and gas measurement. Reply giving references and full details as to education, professional experience, and salary expected. **0770.**

Manager—for gas utility, recently converted to straight natural gas, located in Middle-Atlantic state. Approximately 6,000 meters. One of a group of jointly operated properties. Knowledge of distribution system operation and construction, sales, industrial gas utilization, and office procedure desirable. Advise full particulars about self and past experience. **0771.**

Sales Engineer—leading Midwestern valve manufacturer is searching for sales engineer to handle sales to gas appliance manufacturers. Knowledge of gas advantageous, however, not absolutely necessary. Opportunity for advancement assured for right man. Please state qualifications and salary expected. **0772.**

Salesman—permanent position with natural gas utility serving approximately 2,400 gas meters located in western Kentucky. Must have at least a high school degree and approximately 15 years' experience in advertising and selling gas and appliances. Must be qualified to evaluate industrial, commercial and residential size heating, ventilating and other services equipment and installations, and make cost analyses thereof. Remuneration based upon salary and commissions on sales of appliances and gas. **0773.**

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tal investment in this area has been $343 millions for the year ending October 31; and there were 115 stations having 300,000 horsepower in the year of 1954.

W. H. Gruenberg, Michigan Storage Gas Co., discussed deliverability problems, followed by Mark V. Burlingame, Natural Gas Pipeline Co., who spoke on storage of gas in oil and water sands. Storage lease forms were described by W. F. Burke, Lone Star Gas Co., and the last speaker, R. W. Hofsess, Cities Service Gas Co., gave a talk on verifying storage inventory. The session was closed with a general group discussion.

Gas Dispatching

General discussion at the Tuesday afternoon session centered about safety, and it was pointed out to the dispatchers how it was possible for them to promote safety among the field men, particularly during an emergency. S. A. Chadwell, Columbia Gas System Service Corp., acted as chairman of the session.

T. B. Kelley, Texas Eastern Transmission Corp., and H. B. Lafferty, El Paso Natural Gas Co., were the first speakers. Their topic, particularly interesting to the equipment manufacturers present, was "Gas Dispatching Problems Encountered in the Operations of Gas Turbines and Centrifugal Compressors".

Dr. Irving P. Krick, Meteorological Consultant, Inc., and A. L. Bristow, Northern Natural Gas Co., spoke on weather and its effect on gas requirements.

Transmission dispatchers learned about some new problems in gas dispatching when R. L. Zeliff, Jr., Public Service Electric and Gas Co., related his experiences in dispatching for a distribution company serving manufactured and mixed gases from multiple sources.

"Underground Storage and Its Relation to Gas Dispatching" was discussed by Calvin Scott, Oklahoma Natural Gas Co., and W. F. Crutchley, Consolidated Natural Gas Company System. It was explained how underground storage has solved many problems for the dispatcher, and has created many new ones which must be studied.

Pipelines

A four-man panel led an informal discussion on pipelines at the Tuesday afternoon luncheon conference. A. J. Shoup, Texas Eastern Transmission Corp., chairman of the Pipeline Subcommittee, presided.

The lectures began with a talk by L. E. Brooks, Williams Pressure Service Co., on hydrostatic testing of pipes.

Several other problems were discussed, among them being: engineering for pipeline river crossings, by Leo M. Odom, Pyburn and Odom; laying 36-inch pipeline, by R. H. Crowe, Transcontinental Gas Pipe Line Corp.; and minimizing time for emergency repair on large diameter transmission lines, by E. H. Fisher, Pacific Gas and Electric Company.

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